

## Personal & Commercial Banking

### Financial Services Manager

#### Opportunities for People with Disabilities

## Turn your potential into performance.

### Who we are looking for:

- College or university education preferred
- Willingness to obtain one of the following qualifications:  
Registered Investment Sales Representative (RISR) or  
Canadian Securities Course (CSC);  
Lending or Credit qualification;  
Mutual Fund license
- Passion for helping customers
- Sales oriented with a demonstrated ability to proactively listen, identify sales opportunities and solve problems
- Strong communication and relationship-building skills
- Solid multitasking and decision-making skills

### Key Dates:

We recruit throughout the year.

### How to Apply:

Please apply online at  
[ability.recruitment@bmo.com](mailto:ability.recruitment@bmo.com)

Visit [bmo.com/careers](http://bmo.com/careers) to discover other opportunities with BMO today.

**Personal & Commercial Banking** is the retail and commercial banking division of BMO® Financial Group in Canada. We serve more than seven million customers, offering a full range of products and services. These include solutions for everyday banking, financing, investing, credit cards and creditor insurance, as well as a full suite of commercial products and financial advisory services.

### Are You a Person with a Disability?

- Do you want to work for a company that values your unique talents and can help you turn your potential into performance?
- If you are Interested, BMO's Diversity Recruitment Specialist would like to speak with you about Customer Service Representative Opportunities at BMO.

**Financial Services Manager (FSM):** as a Financial Services Manager at BMO Financial Group, you'll build strong relationships with customers in an exciting, sales-focused environment. The support of the branch team and the full-service offerings of BMO Financial Group provide you with the backing to confidently help customers meet their financial needs.

### What we have to offer:

- Opportunity to be an integral part of a team, build relationships, help people by meeting their needs and be involved in the community
- Retain and expand customer relationships to achieve retention, sales, service and profitability targets
- Identify opportunities to increase share of wallet by using advice based sales and service principles, practices and techniques
- Profile customers to develop an understanding of their needs and identify referrals to BMO partners for customers with more complex financial needs
- Enormous potential for personal growth in education and knowledge to support a successful career

### What makes us unique:

- Full Day Orientation to Personal & Commercial Banking (P&C) Canada that follows the Orientation to P&C Canada eLearning program.
- Opportunity for career growth in a variety of paths: Relationship Manager, Assistant Branch Manager, Branch Manager.
- The FSM New to BMO program is a comprehensive study program designed to prepare a new BMO Financial Group employee for the role of Financial Services Manager.

**BMO Financial Group is committed to an inclusive, equitable and accessible workplace. By embracing diversity, we gain strength through our people and our perspectives.**

**BMO Financial Group** was established in 1817. Headquartered in Canada, we serve more than 12 million personal, commercial, corporate and institutional customers in North America and internationally. We are a highly diversified financial services organization, with total assets of \$537 billion as of January 31, 2014, and more than 45,500 employees.