



Associate, Commercial Banking Oil & Gas Group
Calgary, Alberta



**The right place,
the right team.**

Business Unit Description:

CIBC Commercial & Business Banking is committed to Partnering with Canada's Best™ organizations. Our comprehensive approach provides industry expertise, innovative ideas and strategic solutions designed to create, protect and realize stakeholder value. Partnering with clients with annual sales of between \$1.0 million to \$500 million, Commercial & Business Banking provides integrated financial solutions to address virtually every business requirement at every stage of a company's development and operation, including credit, asset-based financing, subordinated debt, trade finance, cash management, franchising, foreign exchange, investments, M&A and private placements of equity and debt. Our Relationship Managers and Senior Business Advisors are located in regionally based centres and branches across Canada, ensuring first hand knowledge of local market conditions.

Major Activities:

Portfolio Management Support

- Conduct risk, credit and financial analysis for new and existing financing opportunities. Analysis will include: industry research, competitive analysis, management assessment, financial performance/structure analysis, cash flow forecasting, etc.

- Contribute to the achievement of growth targets by identifying business opportunities and developing creative financing solutions for new and existing clients

- Prepare credit submissions, including structuring and documentation

- Monitor the terms and conditions of approved credit arrangements

- Establish and maintain contact with clients to provide market information and receive client updates

- Follow up on credit-related customer queries and customer service-related matters not otherwise covered by Credit Processing Services (CPS)

- Liaise with other units of CIBC in preparing credit reviews and proposals

Support For Origination/New Client Generation

- Apply industry/company knowledge to the development of specific client/prospect proposals including financial and strategic solutions that meet identified client needs

- Assist in coordinating the activities of the client team through the sales cycle, liaising with other units of CIBC

- Assist in identifying and analyzing business growth opportunities through comprehensive industry, client and prospect research

Requirements:

- Financial knowledge typically acquired through a University business degree or other professional designation (B.Comm, MBA, CFA, etc.)

- Previous corporate finance/corporate lending experience is preferred

- Understanding of corporate finance theories and practices

- Well developed analytical ability, with a solid understanding of financial statements and accounting principles, and a demonstrated knowledge of valuation techniques and practices, including cash flow analysis

- Strong verbal and written communication skills, and the ability to convey factual and conceptual information to others in a clear and concise manner

- Well developed organizational and self-management skills, and the ability to multitask

- Effective team player and ability to work well within a group setting

- Solid problem solving and issue resolution skills

- Strong technical ability with Microsoft Office suite, particularly Excel, Word and Powerpoint as well as ability to quickly learn proprietary software applications supporting origination and credit processes

- Ability to work in a deadline driven environment with a willingness to work extended hours when required

Candidates apply online at www.cibc.com/careers Job ID Number J0112-0862 or send your resume to Ronald Perron at ron.perron@cibc.com please include the Job ID in your subject line.

We thank you for your interest, however, only those candidates selected for an interview will be contacted.