

For university graduates with degrees in administration or related field.**Type of training**

Training in a classroom setting by seasoned instructors, with periods of training in the workplace (a mentor will facilitate your integration into the workplace and learning activities). Leads to a Desjardins certification.

Duration: 8 weeks

Goals

- Prepare you to meet the challenges of the position.
- Develop your relational and sales skills.

Topics covered

- Financing and credit granting process
- Software applications
- Desjardins products and services
- Business partners
- Business development

At the end of the training you will be able to:

- serve commercial and industrial clients with their financing needs
- ensure retention and business development of current and potential business members and advise them as to the best ways to attain their financial objectives
- establish and maintain personalized business relationships with current and potential business members and advise them as to the best ways to attain their financial objectives
- perform financial analyses and make service offers to businesses
- grant loans
- contribute to business development efforts by identifying business opportunities and selling products and services to businesses

The interview

Once you've submitted your application and reached the pre-selection stage, you may be called in for an interview. A second interview and psychometric tests may be required before confirming your admission to the training program.

The interview is to assess that you have the level of relational skills required for the position. The goal of the interview is to evaluate:

- your potential aptitude for a sales, advisory services and customer service-related position
- your motivation to hold the position and commit to the training program
- your profile with regards to what is being sought for the position

No knowledge is assessed during the evaluation process.

No experience in the area of financial services is required to take part in the training program.