

FBC, Canada's Small Business Tax Specialist – Grande Prairie, Alberta

For over 60 years, FBC has helped Make Life less Taxing for Farms and Small Businesses. With over 50,000 Members from Nova Scotia to BC, FBC brings together a strong team of tax experts with one of Canada's most sophisticated tax engines to ensure our Members pay the least amount of taxes over the long run. Our customers benefit from our industry leading Membership model that provides year round services. Members count on FBC for tax planning, business consulting, the best possible tax returns and enjoy the security of audit protection through their Membership.

FBC is looking for talented individuals to join our team to become a Trusted Advisor to Farmers and Small Business owners. This role is an exciting mix of Accounting, Bookkeeping, Business Development, Tax, Customer Service and Sales. FBC is committed to the success of this position and has implemented an extensive training and mentoring plan for all employees in this role. If you are an entrepreneurial person who thrives on building relationships, does not want a typical 9 to 5 desk job, enjoys traveling to visit clients and wants to build a long term career then this is perfect for you!

We provide:

- An extensive training and mentorship program designed to build Trusted Advisors
- A starting book of business with guaranteed income potential
- A territory with exclusive promotion and marketing rights
- The opportunity to become a Trusted Advisor and a business leader in your community
- A flexible work schedule you manage and control, with the ability to work from home
- Uncapped earning potential

We are hiring for several territories in Alberta including Grande Prairie, Fort St. John and Peace River. Applicants who live in and around these regions are encouraged to apply.

Within this position, you would be responsible for:

- Collection of tax related information from customers in your assigned territory
- Analyzing and providing advice to customers on tax related issues
- Representing FBC in the community within the designated territory
- Conducting prospecting activities to meet with and sign up new customers
- Developing a thorough understanding of services and processes to effectively aid the customers
- Building strong customer relationships within assigned territory

To ensure your success in this role you would require:

- The ability to travel throughout the territory
- The capacity to build and maintain long term relationships
- An aptitude for influencing others
- Excellent written and verbal communication skills
- A commitment to lifelong learning and development
- A strong work ethic

Education and experience that would assist you in achieving success in this role:

- Diploma or Degree in Accounting, Finance, Business or associated fields (equivalent work experience will be considered)
- Technical and practical skills in tax, accounting and bookkeeping (training provided)
- Experience and a record of success building professional relationships
- Knowledge of personal/corporate tax preparation and planning would be an asset

The benefits of working with FBC:

- On-going and extensive training
- Excellent remuneration while part of the training program
- Opportunity to build a long term career and business acumen
- Environment where personal performance is rewarded
- Medical, Dental, Life and Disability medical benefits
- Health spending account
- The chance to qualify for a yearly incentive trips to interesting destinations
- Relocation assistance

If you want to be the master of your own future, we have a proven system that can help you develop the skills to create a lasting and rewarding career. If you would enjoy helping FBC customers achieve their business goals while working towards and meeting your own personal goals, then this could be the right role for you. FBC commits to providing a comprehensive orientation, training and development process to the right candidate.

To apply, please submit a cover letter and resume to Kathryn Maynard, Recruitment Specialist, at kmaynard@fbc.ca