

Retail Banking Development Program

The **Retail Banking Development Program** provides a unique combination of experiences including classroom learning, e-learning, on-the-job training and mentoring. As a Retail Relationship Banker, you will ensure that customer needs are achieved by conducting a thorough financial needs assessment and offering the most appropriate products and services that fulfills the customer's immediate and future financial needs. The opportunity allows you to generate leads, build new and maintain existing customer relationships, resulting in great customer experiences.

The opportunity

Phase 1: Foundational Skills

This phase prepares you for the challenge ahead with a blending learning experience including classroom instruction, on-the-job training and the opportunity to shadow successful retail banking experts.

Phase 2: Placement and Ongoing Learning

This phase puts you on the frontline with ongoing in-role learning enrichment

What we have to offer

- Practical hands-on experience through on-the-job training and mentoring
- Opportunities to gain knowledge and understanding of the organization
- Opportunity for career growth in a variety of paths

What makes us unique

- Holistic development of a broad set of skills
- Extensive exposure to industry-leading methods and practices
- A disciplined and tested career path
- On-the-job learning with meaningful work experience, hands-on exposure to industry professionals, and opportunities in various parts of the BMO Retail Banking Division
- Mentorship from key business leads

BMO Financial Group

Established in 1817, BMO Financial Group is a highly diversified financial services provider based in North America. With total assets of \$681 billion as of April 30, 2016 and over 46,000 employees, BMO provides a broad range of retail banking, wealth management and investment banking products and services to more than 12 million customers and conducts business through three operating groups: Personal and Commercial Banking, Wealth Management and BMO Capital Markets.

Turn your potential into performance.

Who we are looking for:

- 3.0 or better GPA
- Individuals with sales experience or a passion for customer service and sales
- Excellent written and verbal communication skills
- Driven to achieve goals/targets, high performer
- Leadership experience
- Strong personal and team work ethic

Key dates

Application Submission – September

First Round Interview – Early October

Final Interviews – Mid October

Offers Extended – Mid November

Program begins – Summer

How to Apply

Please consult with your Campus Career Center to determine if and when BMO recruits at your school, or apply online at:

 bmo.com/careers

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