



The better way to bank

Members of the CUA Team work to create and deliver a great banking experience to 20,000 individuals and businesses across Nova Scotia. The CUA Difference is a combination of flexible products, personalized service and quick decisions made and delivered by people who know and love our Province. CUA's continued growth and member satisfaction reflects a team of committed problem-solvers who think big and outside the box to help others take a step forward in their financial health. If you are excited about the opportunity to help people achieve what matters most, while changing the way people think about banking, consider the following role.

### **Commercial Account Manager**

Reporting to the Director of Commercial Services, the Commercial Account Manager is responsible for the proactive growth, development and management of a defined portfolio of commercial members. Applying sound judgment, this position is accountable to manage and grow the small and medium sized business banking market by providing exceptional commercial member advice on a broad range of business banking products. The Commercial Account Manager is also responsible for developing new member connections as well as expanding existing relationships, which include cross-selling of the suite of CUA products and services, both within commercial and personal banking.

#### ***Attributes:***

As the successful candidate, you are an experienced commercial or small business banker with an ability to establish and maintain strong business/client relationships which include servicing and anticipating the commercial clients' banking needs. You possess a proven track record of growing the book of business as well as delivering solid financial advice and solutions for commercial clients. You excel at opportunity spotting and achieve high levels of client satisfaction. You possess a comprehensive knowledge of the financial services industry, with understanding of the credit union system considered to be an asset.

#### ***Education/Experience:***

- Possess an undergraduate degree with an emphasis on Business or Commerce.
- Five to seven years of progressive branch/banking experience, with three to five years focusing primarily within small business banking, commercial deposit acquisition or commercial lending.
- Experience with loan origination systems and electronic banking platforms, along with MS Office Suite.
- A proven track record of business development within the small business or commercial banking sector.
- CPA or MBA designation would also be considered an asset.

#### ***Employment Equity, Diversity & Inclusion at CUA:***

CUA strives to achieve a workplace where opportunities are based on skills and abilities and recognizes the value that diversity brings. We encourage applications from all qualified candidates, including those who identify as racially visible, indigenous, women in underrepresented roles, persons with disabilities and members of the 2SLGBTQI+ community. CUA supports candidates and employees with access and accommodation needs. If you are selected for an interview and require a specific accommodation, please let us know and we would be happy to assist.

This is a full-time position offering competitive benefits and compensation commensurate with experience and qualifications. A flexible work arrangement, including a hybrid work model, is available for this position.

The closing date for this opportunity is **July 16, 2025**.

#### ***Method of Applying:***

Please apply by submitting a resume to [careers@cua.com](mailto:careers@cua.com) as well as providing your salary expectations. While we appreciate all submissions, only those considered for an interview will be contacted. Thank you for your interest in joining the CUA Team!