



The better way to bank

Members of the CUA Team work to create and deliver a “wow” 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 opportunity.

Small Business Advisor

Reporting to the Senior Commercial Account Manager, the Small Business Advisor is responsible for achieving sales and services results, effectively pursuing and responding to opportunities in Commercial Services and leveraging all sales channels. This position is accountable for the delivery of exceptional service to all existing and prospective members. It is also focused on activities that will attract, grow and retain commercial members to contribute to Commercial Services’ business and financial goals, which include deposit, loan and new membership growth.

Attributes:

As the successful candidate, you possess proven client service skills with the ability to identify sales opportunities and promote CUA’s products and services. Exercising due diligence and confidentiality is a requirement of this position, therefore you exercise accuracy and discretion at all times. This role will be reviewing and analyzing financial information received, including both interim and annual financial statements to calculate appropriate ratio analyses and profitability analyses. You are an effective communicator and analytical thinker and are comfortable conducting in-person or telephone interviews to obtain personal and/or business financial data to analyze financial status as well as to determine feasibility of granting credit. You will be responsible for compiling loan packages and facilitating negotiation of loan structure, providing financial counseling, determining appropriate investment structure for deposits, and monitoring commercial account overdraft activity. You will complete all administrative duties as assigned in a timely manner.

Education / Experience:

- Relevant university degree, diploma or accredited training.
- One to three years relevant experience in personal, small business or commercial lending; or, equivalent combination of training and experience.
- A proven track record of strong interpersonal, oral and written communication skills.
- Proven computer skills (Microsoft Office Suite with advanced knowledge of Word and Excel).
- Superior sales skills with a proven track record of results.

This is a full-time position offering competitive benefits and compensation commensurate with experience and qualifications.

Closing date for this opportunity is **May 30, 2022**.

Method of Applying: Please apply by submitting a resume to 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!