



The better way to bank

Members of the CUA Team work to create and deliver a great banking experience to over 25,000 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.

Manager, Commercial Services

Reporting to the Director, Commercial Services, the Manager, Commercial Services leads the commercial sales and service team in the delivery of exceptional service, achievement of sales results and tangible market growth through effective business development activities. In this leadership role, the position is accountable for: 1. coaching, developing and engaging the commercial sales and service team; 2. monitoring and managing individual and team performance; 3. supporting business growth through relationship management, networking and member retention activities; and, 4. achieving established commercial business, sales and operational targets.

Attributes:

As the successful candidate, you have a proven ability to lead and develop a team in the achievement of business growth, relationship management strategies and sales objectives consistent with an organization's priorities. You are experienced in coaching, motivating and developing staff to meet or exceed performance expectations, while supporting sound commercial lending and relationship management practices. You are relationship-focused with strong business development, networking and sales leadership skills, and have the ability to ensure exceptional service for existing and prospective commercial clients. You demonstrate strong leadership, communication and problem-solving abilities, and actively promote an organization through meaningful community and business engagement activities

Education/Experience:

- Bachelor's degree with an emphasis on Business Administration, Commerce, or a related field.
- A minimum of eight years of progressive banking experience, which includes experience in commercial lending, and a minimum of three years of leadership or supervisory experience.
- Experience with loan origination systems and electronic banking platforms, along with MS Office Suite.
- Background in business development within the small business or commercial banking sector.

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 **June 3, 2026**.

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!