

**Company:** Sunshine Coast Credit Union (SCCU)

**Job Type:** Full Time



## **MANAGER, COMMERCIAL SERVICES**

*Continue to build your professional career!*

We have an exciting opportunity for someone to lead and support the activities of our credit union's commercial services lending team, in a highly-engaging and fast-paced environment. We offer a competitive wage, career progression, ongoing learning and development, and impact on our local community. This position will be located either on the Sunshine Coast or within the broader Lower Mainland; a remote work arrangement may be considered.

### **What You'll Do**

Under the leadership of the Vice President, Commercial and Retail Credit (VPCRC), the Manager, Commercial Services (MCS) enriches member's lives by leading the activities of the commercial services lending unit. This position develops and supports business goals aligned to the Sunshine Coast Credit Union's (SCCU's) business strategies and manages a commercial team focused on the growth and development of profitable relationships with current and prospective commercial members.

The MCS manages a select commercial portfolio of member accounts considered to be of high profile, complexity and of significant value to SCCU. This position sells and negotiates business-banking services to members and potential members and manages the assigned loan portfolio by ensuring all products provided are in compliance with relevant legislation, regulations, policies, and procedures. The MCS proactively identifies and pursues new sources of business and refers that business to SCCU's business partners.

### **What Does the Ideal Candidate Bring?**

In addition to post-secondary education in accounting, finance, commerce, or business administration, we are looking for an individual with a minimum of 7 years' progressive experience in sales/service and managing a diverse portfolio in a commercial banking environment, including 3 years of management experience. The preferred candidate will have a demonstrated ability to analyze financial statements and understand aspects of lending, market analysis/industry trends, and cash management, in addition to strong knowledge of segment strategies, structure, lending and deposit products and services. Advanced credit and interviewing techniques, credit investigation and underwriting skills are also required. The ideal candidate will have strong leadership, relationship, interpersonal, communication, and organizational skills. The successful incumbent will have an ability to influence and interact with any level within the organization in addition to demonstrated strong business acumen. An equivalent combination of education and experience will be considered as well as other relevant working experience.

### **About Sunshine Coast Credit Union (SCCU)**

For over 80 years, Sunshine Coast Credit Union and their members have been helping build a healthy, strong, vibrant Coast community. We are a full-service financial institution with assets exceeding \$850 million, serving 17,600 plus members in three growing coastal communities in British Columbia. SCCU is committed to enriching the financial well-being of our members and our community.

### **How to Apply**

If you are interested in this exciting opportunity, please submit a current resume and cover letter in confidence to: [yourfuture@sunshineccu.net](mailto:yourfuture@sunshineccu.net). The posting is open until filled. *We thank all candidates for their interest, however, only those selected for an interview will be contacted. **Please note, proof of COVID-19 vaccination is required.***