



OMISTA is seeking a Commercial Account Manager to join our Team.

At OMISTA Credit Union, we're more than a financial institution, we're part of the community. Our members are at the center of everything we do. As a values-based, member-focused organization, we help individuals and businesses thrive through personalized financial solutions and exceptional service.

THE POSITION

We are seeking a dynamic, relationship-focused **Commercial Account Manager** to join our Commercial Team. In this role, you will manage a portfolio of commercial, agricultural, and small business members by delivering tailored financial solutions and building long-term relationships. Your drive for business development and commitment to member success will help grow our commercial portfolio.

KEY RESPONSIBILITIES

- Manage and grow a portfolio of commercial, agricultural, and small business accounts by identifying members' needs and providing tailored financial solutions.
- Identify new business opportunities and build relationships with prospective members.
- Analyze financial information to assess risk and make sound recommendations on credit applications, including term loans, lines of credit, and mortgages.
- Prepare loan applications and supporting documentation in compliance with regulations and Credit Union procedures.
- Partner with internal teams to ensure seamless service for business members.
- Monitor loan performance and complete annual reviews to confirm product suitability and support sound risk management.
- Stay informed on local market trends, business sectors, and economic factors affecting commercial lending.
- Represent the Credit Union at business networking events and in the community to promote our brand and services.

THE IDEAL CANDIDATE

- Strong understanding of credit analysis, commercial lending practices, and financial statements.
- Proven ability to build strong business relationships and provide value-added financial advice.
- Excellent communication, negotiation, and interpersonal skills.
- Strong organizational skills and the ability to manage competing priorities and deadlines.
- Strong knowledge of Credit Union and competitor products and services.

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Moncton, NB - Fredericton, NB – Oromocto, NB*



EDUCATION AND TRAINING

- **Four (4) years** of post-secondary education in a business program, plus at least **three (3) years** of lending experience, or an equivalent combination of education and experience.

JOB SUMMARY

Employment Type: **Permanent Full Time**

Required Travel: **Yes**

Location: **Moncton**

Work Environment: **Hybrid**

Pay Type: **Salaried, Personal Bonus, Team Bonus**

Salary Range: **\$76,388- \$89,868**

The starting salary offered will be based on the successful candidate's qualifications and relevant experience.

Benefits:

- Matched Pension (2-7%)
- Health & Dental Cost Flex (75%/25%)
- Employee Development Opportunities
- Employee Pricing on Accounts
- Min 3 weeks' Vacation & Paid Sick Days
- STD, LTD, Life Insurance, Critical Illness
- Wellness Credit & more

Application Deadline: Open Until Filled

Application ID: 2026-CAM

Email resume to: careers@omista.com

Please Note: Candidates must be legally eligible to work in Canada. Being bondable is also a condition of employment at OMISTA. The bonding process includes a bonding application, criminal record check, and credit check.

OMISTA Credit Union is committed to employment equity and workplace diversity and welcomes applicants from diverse backgrounds.

We appreciate your interest in OMISTA; however, only candidates selected for an interview will be contacted.

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