Financial Services Relationship Manager

We are expanding our team to help us evolve through the next stage of our growth journey, and we want you to help shape our future. We now have a career opportunity for a Full Time **Financial Services Relationship Manager**, located in Regina.

As the Financial Services Relationship Manager, you will be….

Responsible for delivering core banking products and financial services to members through a consultative relationship. This includes:

- Providing lending products including personal and mortgage loans.
- Providing investment solutions, including registered products, GIC's and mutual funds.
- Managing a growing portfolio of relationships.
- Providing a holistic approach to services.
- Developing business through community involvement and networking opportunities.
- Positively influencing member acceptance of a technology driven approach to banking services.
- Establishing relationships of trust and confidence with members to ensure retention of existing and future business.

As the Financial Services Relationship Manager, you are ….

- Able to take a holistic approach with each member interaction to proactively identify opportunities to deepen relationships through lending, creditor protection, day-to-day banking and investments including mutual funds.
- Able to provide the right solutions by identifying referral opportunities to other lines of business including wealth management and business services.
- Entrepreneurial in your approach to building business, with a proven track record in sales and business development.
- A motivated and results-oriented professional who believes that community involvement, building relationships and participating in business development and networking events is fundamental to building a pipeline of prospects and opportunity.
- A team player with accomplished listening skills and a genuine interest in helping members meet their current and future financial needs.
- A proactive, knowledgeable, self-starter, able to provide core products and services to our members using a variety of traditional and non-traditional delivery channels.

If you are motivated by the thought of this challenge ….

And you bring 4-5 years of experience in providing holistic financial advice, with demonstrated proficiency in lending and credit adjudication, along with 2-3 years of experience in delivering investment advice including mutual funds, then this position may be for you!

The successful candidate will have completed post-secondary classes or courses in a related field and will have successfully completed the Canadian Securities Course (CSC) and are licensed to sell mutual funds.

For candidates who have not yet completed the Canadian Securities Course but are actively enrolled and working towards completion, TCU Financial Group is pleased to invest in your training and professional growth to support your success in this role.

Get to know us

TCU Financial Group is a credit union grown by Saskatchewan people. For 70 years we've been rooted in the province of Saskatchewan, creating our story, growing and evolving alongside the needs of our members. We provide a full suite of financial solutions to people and businesses across the province and one thing that has never changed – our heart remains committed to the people and the communities we serve.

Rewarding times ahead

To support the evolution of our organization, we need talented people who are passionate about creating and delivering meaningful financial solutions for our members. In addition to providing competitive compensation, benefits and pension programs, we support our TCU Financial Group Team and their families by providing an enhanced vacation program to enjoy time doing what they love outside of work.

Thank you for your interest in exploring your future with us!

To apply for this position, please visit the TCU Financial Group Job Board **-**

The deadline for this career opportunity is January 12, 2026.