



# A Dynamic Career Awaits You!

Not sure where to start?  
We want to help.

Refer to your field of study and see what positions best fit with your degree/diploma. For complete listings and career profiles, visit us at [www.scotiabank.com/careers](http://www.scotiabank.com/careers).

If you have a degree/diploma in  
**Business Related Discipline\***

## Financial Analyst

*Corporate Functions*

**Position Summary:**

- Prepare and conduct detailed monthly analysis of the balance sheet.
- Demonstrate a strong understanding of financial and management accounting principles.
- Possessing an accounting designation is an asset.

## Accounting Officer

*Corporate Functions*

**Position Summary:**

- Responsible for the accurate, efficient, and timely confirmation, processing and accounting of transactions.
- Display strong analytical and problem solving skills.

## Client Portfolio Analyst

*Corporate Functions*

**Position Summary:**

- Conduct client account monitoring, compliance activities, annual reviews and financial statement analysis.
- Show proficiency at collaborating with others and in providing superior customer service.

## Account Manager, Small Business

*Domestic Banking*

**Position Summary:**

- Build and maintain the profitable growth of small business customers.
- Manage a credit portfolio at an acceptable level of risk.
- Show sound knowledge of the small business market and excellent business development techniques.

## Credit Solutions Analyst

*Domestic Banking*

**Position Summary:**

- Assimilate and analyze financial information, financial modeling, due diligence.
- Research & prepare credit applications.
- Thoroughly understand all components of financial statements and financial statement analysis.

## Client Relationship Manager

*Domestic Banking*

**Position Summary:**

- Provide mid-market clients with a full range of competitive products and financial solutions.
- Contribute to the profitable growth and quality of the Bank's commercial credit portfolio.
- Demonstrate excellent business development techniques and familiarity with commercial legal structures and life cycles, competitor offerings and alternate sources of financing.

## Investment Banking/Mergers & Acquisitions Analyst

*Scotia Capital*

**Position Summary:**

- Perform complex financial and written analysis of companies and industries, including the development of valuation models, pro forma financial statements and comparable company analysis.
- Prepare client presentations, including compiling data and assembling presentation materials.
- Support other team members and apply product and capital markets knowledge to help clients achieve their financial objectives.

## Global Capital Markets Associate Trainee

*Scotia Capital*

**Position Summary:**

- This program aims to develop sales and trading professionals for the wholesale capital markets trading desks.
- Develop technical, analytical and interpersonal skills in the sales, trading and risk management functions of day-to-day market activities.
- Successfully complete the Associate In-Training Program to be eligible for placement as an Associate in one of Global Capital Markets' business areas.

\*Business related disciplines may include Commerce, Finance, Arts, Accounting, etc.

 **Scotiabank Group**®

## If you have a degree/diploma in Computer Science

### Programmer Analyst

*Corporate Functions*

**Position Summary:**

- Analyze, develop and support online real-time financial trading, risk management and decision support systems.
- Possess strong analytical and problem solving skills and a good understanding of application development methodology.
- Is familiar with relational database design and implementation.

### Business Analyst/ Business Systems Analyst

*Corporate Functions*

**Position Summary:**

- Research and analyze business requirements for new systems or enhancements.
- Translate business requirements into technical design and functional requirements.
- Demonstrate expertise in time management, analytical and critical thinking.

## About our Core Businesses:

### Domestic Banking:

Our domestic network of branches, ABMs, telephone and Internet banking provides Canadian individuals and businesses with everyday practical banking solutions.

### International Banking:

One of the most dynamic areas of growth within the Scotiabank Group that provides a variety of financial services to clients around the world.

### Scotia Capital:

One of Canada's pre-eminent investment banks that provides a complete range of corporate and investment banking services to corporations, institutions and governments.

### Corporate Functions:

Provide essential support to the entire Scotiabank Group.

## If you have an MBA

### Global Risk Management Associate

*Corporate Functions*

**Position Summary:**

- Upon completion, Associates will have a solid understanding of Scotiabank's risk culture and how risk is fundamental to the success of the Bank.
- Program entrants work with risk professionals in such areas as model building, credit adjudication and analysis, and evaluating risk policy, to name a few specializations of risk.
- Associates work as strategic partners to the Bank's business lines, and liaise with senior committees and external parties such as OSFI.

### International Associate Development Program

*International Banking*

**Position Summary:**

- The IADP is one of Scotiabank's innovative programs for developing future international leaders, capable of assuming increasingly senior positions in a variety of international settings.
- It is a two-year management development program that provides exposure to, and specific hands-on experience in, a number of different areas within the organization with four 6-month rotations, uniquely tailored to each individual.

### Research Associate

*Scotia Capital*

**Position Summary:**

- Assist the Research Analyst in publishing reports on industry trends and financial forecasts and marketing the same.
- Learn and develop the techniques and skills necessary for investment analysis and research of securities.
- Develop financial forecasts and provide recommendations on particular stocks.

### Investment Banking/Mergers & Acquisitions Associate

*Scotia Capital*

**Position Summary:**

- Perform complex financial and written analysis of companies and industries, including the development of valuation models, pro forma financial statements and comparable company analysis.
- Identify and develop business opportunities with clients, prepare marketing materials and presentations, and structure and execute transactions.
- Manage transaction teams, evaluate and analyze the financial needs of corporate clients.

## If you have a degree/diploma in Any Discipline

### Personal Banking Officer

*Domestic Banking*

**Position Summary:**

- Deliver excellent customer service and sell a full range of customized financial solutions.
- Successfully complete a qualifying course of study that will enable registration with the provincial securities commission to obtain a licence to sell mutual funds.

### Financial Advisor

*Domestic Banking*

**Position Summary:**

- Build and maintain an assigned portfolio of customers with significant investable assets, proactively cross-sell customized financial solutions and conduct personal lifestyle planning focusing on investment opportunities.
- Show a thorough knowledge of customer life cycle needs and current economic and political events, retail investment, retail lending and deposit service product features and benefits.
- Successfully complete a qualifying course of study that will enable registration with the provincial securities commission to obtain a licence to sell mutual funds and have achieved the financial planning proficiency standard in the province.

### Customer Service

*Domestic Banking*

**Position Summary:**

- Provide prompt, accurate and professional service to retail customers, or provide after-sale administrative support to customers and other team members.
- **Note:** to apply for our customer service roles, please visit your local Scotiabank branch.

### Customer Service Officer, Contact Centre

*Domestic Banking*

**Position Summary:**

- Provide prompt, accurate, and professional responses to customer enquiries.
- Work in a structured team environment, creating an outstanding customer experience and maximizing opportunities to promote our services and products.
- Demonstrate dynamic interpersonal and communication skills with an excellent telephone manner.

# Interested?

To find out more, visit us at [www.scotiabank.com/careers](http://www.scotiabank.com/careers).



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