

Posting Number: 2026-0508

Manager/Director – ETF Business Development - Canadian Securities Exchange (CNSX Markets Inc.)

The Canadian Securities Exchange is a rapidly growing exchange invested in working with entrepreneurs, innovators, and disruptors to access public capital markets in Canada. The Exchange's efficient operating model, advanced technology and competitive fee structure help its listed issuers of all sectors and sizes minimize their cost of capital and enhance global liquidity.

Our client-centric approach and corresponding products and services ensure businesses have the support they need to confidently realize their vision.

The CSE offers global investors access to an innovative collection of growing and mature companies.

Overview

The Manager/Director – ETF Business Development, reporting to the VP, Business Development, is responsible for ETF listing prospect development and ongoing stakeholder engagement for the CSE (Canadian Securities Exchange). Based in Toronto, ON, this role will be responsible for identifying prospective clients, driving outbound industry engagement, and communicating the unique advantages of listing ETFs on the Exchange.

The candidate will contribute to sales and client support initiatives. Success in this role requires a strong understanding of the Canadian capital markets landscape, the ability to communicate and present effectively, and the capacity to regularly report on business activity and results.

This is not an existing vacant position.

Key Responsibilities

The Manager/Director – ETF Business Development responsibilities include, but are not limited to the following:

- Develop network for ETF listings from contacts in the investment community.
- Attend ETF focused conferences, investor events, seminars, and other industry gatherings where potential prospects can be identified.
- Manage a process that sees qualified listings prospects introduced to the CSE Listings and Regulation team for application processing.
- Respond to enquiries from interested potential ETF Issuers with listings information concerning the exchange, listing policies, and trading – hand-off to internal regulatory and trade services team when appropriate.
- Assist in executing education and outreach campaigns targeted towards key constituents.
- Regularly report prospect generating activity and qualification conversion via Salesforce CRM.
- Participate in scheduled Business Development meetings with colleagues and VP, Business Development.
- Assist in the design of an ETF Issuer engagement strategy that will allow for frequent follow-up, internal sales, and targeted support.

- Execute on the ETF Issuer engagement strategy and ensure clients are adequately covered.
- Report back to the VP, Business Development on the Issuer engagement strategy and help refine this process.

Qualifications & Experience:

- University Degree – preferably with business focus (BComm, MBA)
- Applied understanding of Canadian Capital Markets and Finance
- Sales background – preferably in financial services sector or public markets
- Highly effective communicator with the ability to build rapport, establish relationships, and confidently initiate and grow a professional network
- Presentation skills – ability to speak to an audience with confidence and clarity
- Self-motivated and able to work autonomously to meet objectives
- Ability to travel, both locally and abroad
- Proficiency in French is considered an asset

As a part of our team, you will receive:

- Competitive compensation
- Opportunities for advancement
- Comprehensive benefits package (health, life insurance, dental, disability, vision care)
- Employee Assistance Program
- Group Retirement Savings Plan
- Financial support for fitness programs and job-related education
- Vacation and leaves (e.g. personal days, sick leave)

The employee spends long periods sitting, typing, and/or looking at a computer screen.

The physical demands described herein are representative of those necessary to successfully perform this job. Reasonable accommodations may be made upon request.

Interested applicants are invited to submit a resume and cover letter by **May 22, 2026** to careers@thecse.com. Please ensure all application materials are submitted in accordance with the instructions provided in this posting and any application refers to the position and posting number.

As part of our recruitment and hiring processes, we may use artificial intelligence (AI) tools to support decision-making and enhance efficiency. All AI-assisted activities are conducted in accordance with applicable privacy and employment legislation.

Please note all offers of employment at the Canadian Securities Exchange are conditional upon the successful completion of a pre-hire background check. This may involve anything up to and including a criminal history check, reference checks and/or credit check.

The Canadian Securities Exchange is dedicated to having a workforce with diversity of thought, ideas, experience and perspectives. These factors are essential to building and maintaining a culture of innovation

and collaboration. In order to meet this commitment the CSE considers diversity, equity, and inclusiveness criteria in its talent management process.

The CSE is committed to fair and accessible employment practices and to providing accommodation for persons with disabilities. If you require accommodations to apply for this opportunity, require this posting in an additional format, or if contacted for an interview and require accommodation during any stage of the recruitment process, please contact us at careers@thecse.com. We will work with all applicants to determine appropriate accommodation for individual accessibility needs.

The CSE thanks all applicants for their interest in this opportunity, however; only those under consideration will be contacted.