

## VP Product Specialist / Sales

*(Toronto)*

We are seeking an external sales person to generate sales and develop new business focusing on the IROC and MFDA Channels. The position will include establishing long lasting relationships, servicing existing business partners and prospecting for new clients, as well as utilizing in-depth knowledge of our products, sales management skills and interpersonal skills.

### **Responsibilities:**

- Arrange one-on-one or group meetings with financial advisors to promote company products and services
- Schedule and host events, roadshows and portfolio manager meetings
- Develop a strategic business plan for the year and review it quarterly with the team to increase sales from advisors within the territory
- Segmentation of the client base to define the service levels and to ensure sales from various distribution channels and firms
- Maintain and service client relationships using territory rotations in order to increase sales and diversify our product usage
- Work with the marketing and portfolio management team to effectively communicate fund objectives and performance within sales region
- Data mine & populate the CRM system with all the information retrieved during meetings
- Respond to client enquiries and follow up on leads from the Inside Sales Representative
- Generate and develop new business relationships
- Mentor sales team members through continuous coaching and feedback.
- Present to advisors on new products, business building ideas and tax-planning strategies
- Work effectively within a supportive team environment to meet and/or exceed company sales objectives
- Special projects as required

### **Work Experience/ Skills:**

- Minimum 5 years of experience as a successful external sales person in the Canadian mutual fund industry with established Retail Financial Advisor relationships
- Strong Relationship Building and Relationship Management Skills

- Experience at developing and executing a successful sales and marketing plan
- Proven ability to take initiative
- Excellent judgment, as well as proven ability to develop and recommend creative solutions

**Education Requirements:**

- Minimum bachelor's degree in a field such as commerce, finance, business administration
- CSC/ IFIC is essential
- CFP or CIM is preferred

Ninepoint Partners LP welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

To apply for this position, please send your resume and cover letter to [salescareers@ninepoint.com](mailto:salescareers@ninepoint.com) with the position title (External Sales) in the subject line. We thank all applicants for their interest; however, only qualified candidates will be contacted.

Ninepoint Partners does not accept unsolicited agency resumes or phone calls.