



Ninepoint Partners LP – Vice-President & Product Specialist - Senior Wholesaler(Manitoba/Saskatchewan)

About Us

One of Canada's leading alternative investment management firms, Ninepoint Partners LP is an independent, employee-owned firm serving the investment advisor and institutional investor communities. With over 90 employees and over \$8B in assets and institutional contracts, Ninepoint manages unique alternative investment solutions that offer investors the benefits of better diversification. We target investment strategies that are uncorrelated from traditional asset classes, such as equities and bonds, with the goal of lowering overall portfolio risk. Offices located in Toronto and Montreal.

Committed to helping investors explore innovative investment solutions that have the potential to enhance returns and manage portfolio risk, Ninepoint offers a diverse set of alternative strategies including North American Equity, Global Equity, Real Assets & Alternative Income.

As a team, we have a long track-record of managing alternative income, real asset and alternative core strategies. Innovative thinking, and our ability to apply it to real-world solutions, is what defines us.

We are among the largest independent asset management firms in Canada and is wholly owned by Ninepoint Financial Group Inc.

At Ninepoint Partners, we foster an atmosphere of empowerment, mutual respect and enjoyment. We hire talented and ambitious individuals who thrive in a growth-oriented, entrepreneurial environment.

Are you passionate about serving clients, working together and sharing our values to achieve our clients' goals?

Job Overview

We are seeking an external salesperson to generate sales and develop new business focusing on the IIROC and MFDA Channels. The role will include establishing long lasting relationships, servicing existing advisor clients, as well as prospecting for new clients. It will require in-depth knowledge of our products, and advanced sales and interpersonal skills. It is a requirement that the candidate be based in a major center in either Manitoba or Saskatchewan.

Responsibilities include:

- Arrange one-on-one or group meetings with financial advisors to promote the company's 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
- 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.

Candidate Requirements:

The successful candidate will have extensive demonstrable skills and experience including the following:

- University degree; bachelors
- CSC is essential
- CFP or CIM is preferred
- Minimum 2 years of experience as a successful external salesperson in the Canadian investment fund industry with established Financial Advisor relationships in the territory
- Strong relationship building and relationship management skills
- Experience at developing and executing a successful sale and marketing plan
- Proven ability to take initiative
- Excellent judgment, as well as proven ability to develop and recommend creative solutions

Interested candidates can submit their resume to careers@ninepoint.com with the role referenced in the subject line. Only those who qualify for an interview will be contacted.

Equity, Diversity & Inclusion

The Company is committed to the fundamental principles of equal employment opportunity. We are committed to treating people fairly, with respect and dignity and to offer equal employment opportunities based on an individual's qualifications and performance — free from discrimination or harassment because of race, ancestry, place of origin, ethnic origin, colour, citizenship, religion, sex, sexual orientation, gender identity or gender expression, age, marital or same-sex partnership status, family status, disability and record of pardoned offences. This policy applies to all aspects of employment, including recruitment, hiring, placement, promotion, transfer, compensation, training and education.

Each employee is important and accountable for the Company's success and will be treated with respect and dignity.

Accessibility

Accommodations for persons with disabilities are available upon request for job applicants taking part in all aspects of the recruitment process.

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We may collect, use or disclose your personal information for the purpose of establishing an employment relationship with you. Ninepoint Partners does not accept unsolicited agency resumes or phone calls.