



Vice-President & Product Specialist • Retail Sales

About Ninepoint Partners LP

- Based in Toronto, Ninepoint Partners LP is one of Canada's leading alternative investment firms with approximately \$8.2 billion in assets under management & assets under administration.
- Committed to helping investors explore innovative ways to manage portfolio risk.
- Ninepoint Partners LP offers a diverse set of mandates including real assets, liquid alternatives and alternative income.

The Position:

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

Key Accountabilities include but not limited to:

- 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 to increase sales from advisors within the territory.
- Develop a biannual business plan to increase sales.
- Segment the client base to define service levels and 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.

Functional Competencies:

- University degree; bachelor's or higher
- 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 with established securities-licensed advisor relationships
- Strong relationship building and relationship management skills.
- Experienced in 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.

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

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

PIPEDA

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.