NINEPOINT PARTNERS

Vice-President, Product Specialist

Sales & Distribution | Full-Time | Toronto, Ontario (Royal Bank Plaza, South Tower)

ABOUT NINEPOINT

Ninepoint Partners is an entrepreneurial, independent, employee-owned Canadian investment firm committed to delivering innovative investment solutions. With more than $8 billion in assets under management and institutional contracts, and a dedicated team of over 90 professionals, Ninepoint is one of Canada's largest independent asset managers. As the firm grows and expands into new product categories, we continue to strengthen our team. Our head office is located in Toronto's Royal Bank Plaza, South Tower, supported by a nationwide wholesaling team serving investment advisors across Canada.

At Ninepoint, we believe that in uncertain times, innovative investment solutions are essential to a well-diversified portfolio. As the industry consolidates, we are proud to stand at the forefront — offering differentiated strategies that help advisors diversify and enhance their clients' portfolios.

THE OPPORTUNITY

As Vice-President, Product Specialist, you will be responsible for developing and growing advisor relationships, promoting Ninepoint's investment solutions, and driving sales initiatives within your assigned territory. This is a high-visibility, client-facing role suited to a polished relationship-builder with deep knowledge of the Canadian wealth management landscape.

The opportunity is open to candidates located in or covering British Columbia, Quebec or Ontario

KEY RESPONSIBILITIES

- Conduct one-on-one and group meetings with financial advisors to promote Ninepoint's products and services
- Develop and maintain long-term relationships with advisors across CIRO and other wealth management channels
- Host advisor events, roadshows, educational seminars, and portfolio manager meetings
- Create and execute strategic territory business plans to drive sales growth
- Segment advisor relationships to deliver effective service and business development strategies
- Partner closely with Marketing and Portfolio Management teams to communicate investment strategies, fund objectives, and performance updates
- Maintain accurate client and prospect information within CRM systems
- Respond to advisor inquiries and follow up on business opportunities in a timely, professional manner

- Deliver presentations on investment solutions, practice management concepts, and tax-planning strategies
- Collaborate with internal teams to achieve and exceed sales objectives
- Participate in special projects and strategic initiatives as required

WHAT WE'RE LOOKING FOR

Successful candidates will typically possess:

- A university degree in Finance, Economics, Business, or a related discipline
- Completion of the Canadian Securities Course (CSC)
- CFA, CIM, or other advanced industry designations (considered an asset)
- Experience in investment sales, relationship management, wholesaling, or business development within the investment management industry
- Established relationships with retail Portfolio Managers, Investment Advisors, and/or financial advisors
- Strong relationship-building, communication, and presentation skills
- Experience developing and executing territory business plans
- A demonstrated ability to work independently while contributing to a collaborative team environment

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Please submit resumes to: careers@ninepoint.com

Ninepoint Partners is committed to fostering a diverse and inclusive workplace. We thank all applicants for their interest; only those selected for an interview will be contacted.