



Position: Business Development Manager

Region: Ontario

Job Description

We are currently seeking a Business Development Manager (ETF Specialist) who is professional, coachable and accountable to join our growing Sales team.

In this role, the successful candidate will work in partnership with the Territory Managing Director to identify, develop, and strengthen advisor relationships within a specific territory to achieve significant net sales. This role will have a specific focus on significant and proactive territory prospecting, while maintaining existing advisor relationships.

Position Duties:

Responsibilities include but are not limited to:

- Focus on booking meetings and following up with clients and prospects
- Generate leads, and assist with closing sales opportunities via phone, email, marketing campaigns and client service communications
- Maintain a regular rotation of meetings and prospecting
- Organize and coordinate events
- Develop sales campaigns and assist in the delivery of sales presentations, in partnership with the Territory Managing Director
- Provide sales strategies, concepts, marketing ideas and support to financial advisors, in collaboration with the Territory Managing Director

Requirements:

- Minimum 2 years financial services industry experience in a sales capacity; with specific experience in prospecting, sales communications & territory management
- Must have financial knowledge, with a basic understanding of bonds, equities and ETFs
- Strong efficiency with in MS Office (Word, Excel, PowerPoint)
- Knowledge of Salesforce is preferred
- Excellent communication and interpersonal skills in managing relationships with clients; Persistent yet persuasive in sales communication. Experience Task and goal-oriented achieving # calls and emails per day
- Strong time management and organization skills with the ability to meet deadlines

Compensation:

- Salary commensurate with experience / quarterly bonus structure
- Company benefit plan upon completion of probationary period / more details upon discussion

Interested applicants please forward their resume with a cover letter to resumes@harvestportfolios.com.