



Position: Business Development Manager

Region: Quebec

Job Description

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

The mission of the Business Development Manager, working closely with the Territory Managing Director (Quebec), is to develop and maintain long lasting client relationships with financial advisors for the purpose of acquiring and retaining Harvest ETFs and other managed assets. In this role, the successful candidate will work with the Territory Managing Director to identify, develop, and strengthen advisor relationships to achieve significant net sales. This role will have a specific focus on proactive territory prospecting, while maintaining existing financial advisor relationships.

Description

In partnership with the Territory Managing Director:

- Focus on prospecting for new Financial Advisor clients
- Generate leads, and assist with closing sales opportunities via phone, email, marketing campaigns and client service communications
- Maintain a regular rotation of prospecting, service calls and meetings
- Organize and coordinate events (webinars/CE Credits)
- Develop sales campaigns and assist in the delivery of sales presentations
- Provide sales strategies, concepts, marketing ideas and support to financial advisors

Requirements:

- Minimum 2 years financial services industry experience in a sales capacity; with specific experience in prospecting, sales communications & territory management
- Fluently Bi-lingual English / French
- Must have a passion for financial markets, global economic environment, and investments. At minimum, a basic understanding of bonds, equities and ETFs
- Strong efficiency with in MS Office (Word, Excel, PowerPoint)
- Experience using Salesforce is preferred
- Excellent communication and interpersonal skills in managing relationships with clients; relationship building skills are key
- Experience Task and goal-oriented achieving # calls and emails per day
- Strong time management and organization skills with the ability to meet deadlines

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