



Position: Regional Sales Manager/Hybrid Wholesaler

Region: Eastern Canada

Primary Function

The Regional Sales Manager will work closely with members of Harvest's distribution system in developing client relationships with Investment Advisors. The Managing Director is responsible for the development and maintenance of the Exchange Traded Fund business in the specific region for Harvest as well as other business that may be part of the overall product lines of Harvest Portfolios Group Inc. Additional responsibilities will include working on specific products during marketing campaigns, customer servicing of existing products, servicing incoming calls, project management and maintaining daily reporting on sales.

Position Duties

- Working independently the RSM/Hybrid Wholesaler is responsible for increasing awareness and sales of Harvest ETFs through his/her region
- Perform pro-active calls and sales meetings in a defined region with Investment Advisors
- Build Relationships with Investment Advisors via phone, virtual meetings and face to face meetings
- Efficiently plan and execute regional sales plan
- Update and maintain Salesforce
- Work with other sales team members to increase general awareness of Harvest product line up

Job Specifics

- Work independently within the predefined region
- Ability to build and maintain strong advisor relationships
- Strong work ethic and drive to exceed sales and activity goals
- Excellent phone, virtual and in person meeting skills
- Ability to work independently
- Strong organization skills
- This role requires travel within the geographical region 1 week out of 5 week rotation

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