



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

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Job Board Posting



Careers.Indigenous.Link

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PIC Portfolio Manager - Sudbury, ON

Job ID	192020-en_US-5126	
Web Address	https://careers.indigenous.link/viewjob?jobname=192020-en_US-5126	
Company	Scotiabank	
Location	Sudbury, ON	
Date Posted	From: 2024-05-27	To: 2050-01-01
Job	Type: Full-time	Category: Finance

Description

Requisition ID: 192020

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. Purpose of Job: This position is a trusted advisor of private wealth services that meet high net worth client's short and long term holistic wealth management and investment growth goals, through a firm wide investment strategy and a disciplined and defined wealth management process.

A Portfolio Manager develops client relationships to gain an intimate understanding of client's life goals, circumstance and needs in order to provide investment counselling integrated into life based wealth advice and solutions. Through this understanding, he/she will be responsible for engaging Bank and Scotia Wealth Management partners as needed to deliver on wealth strategies and directing our team of experts; to deliver on our wealth promise and client experience.

The Portfolio Manager focuses on acquiring new clients and managing/retaining/deepening relationships with a book of existing high value clients. He/she will also be responsible for identifying high net worth/ultra-high net worth prospects in specific markets by developing acquisition strategies and maintaining a prospect sales pipeline in order to generate sustainable and profitable growth.

The incumbent actively pursues effective and efficient operations of his/her respective areas in accordance with Scotiabank's Values, its Code of Conduct and the Global Sales Principles, while ensuring the adequacy, adherence to and effectiveness of day-to-day business controls to meet obligations with respect to operational, compliance, AML/ATF/sanctions and conduct risk..

Major Accountabilities:

1. Client Relationship Management

- Delivering exceptional client experience and the wealth advisory value proposition
- Developing a professional, mutually beneficial and profitable relationship between the client and Private Investment Counsel
- Conducting ongoing wealth conversations with clients, developing and sustaining an intimate and ongoing understanding of client life goals, circumstances and wealth needs
- Providing life-based wealth advice and solutions, focusing on enabling client goals
- Based on an intimate understanding of their clients' situation, identifying and capitalizing on new business opportunities throughout the lifecycle of client relationships
- Consistently delivering the desired client experience during all client interactions
- Using strong knowledge of the Bank's, Scotia Wealth Management and Private Investment Counsel diverse products and services, to ensure the client's needs are well understood, documented and satisfied
- As the primary relationship manager, acting as the central point of contact for all client needs
- Directing and utilizing the team of experts to deliver on wealth strategies and wealth value promise
- Partnering with all internal product/service business partners, as required ensuring client needs are met
- Actively listening and seeking client feedback on products, services and the delivery of client experience
- Consistently executing on SWM and PIC service standards regarding proactive contact, central client point of contact, recording and maintaining the Client Contact database

- Responding to client and Senior Management inquiries, resolving problem situations autonomously when they arise
- Proactively identifying and implementing strategies to address client needs
- Monitoring of client accounts to ensure optimal profitability is maintained in each relationship

2. Investment Management

- Utilizing the KYC process and Investment Profile Questionnaire (IPQ) to develop an in-depth understanding of client's needs and determining the appropriate asset allocation model based on needs, risk tolerance and short/medium and long term objectives
- Recommending an appropriate investment asset mix aligned with life goals, income needs, return expectations and risk tolerance that fulfills client objectives
- Collaborating with the Centralized Investment Management team and using defined investment management processes to communicate advice to clients on their strategic asset allocation, models and underlying investment portfolio
- Regularly monitoring client investment portfolios
- Actively managing the client's Financial Plan and wealth strategy and participating in the client's annual Financial Plan review process

3. Business Development

- Developing and managing business plans including sales targets and marketing strategies for prospective and existing clients
- Using a PIC defined business development and sales planning process to find and attract new clients, as well as consolidate assets from existing clients in order to increase share of wallet
- Partnering with the Financial Consultants in the business acquisition process
- Actively promoting and marketing the development of Private Investment Counsel's book of business
- Identifying new business opportunities to gather additional assets and/or increase revenue
- Executing on marketing strategies to attract and retain valuable clients by providing internal/external professional presentations and reports for growing relationships and conducting prospect meetings
- Developing acquisition strategies, managing and maintaining a prospect sales opportunity pipeline in order to generate sustainable and profitable growth. This includes effective follow-up with prospects/referrals for any unsuccessful opportunities
- Building and maintaining an awareness of local market and general economic conditions
- Liaising with Bank & Wealth specialists to stay abreast of new enhancements, products and services, as necessary
- Participating in local professional and community events and associations to develop and expand network of contacts
- Meeting with key industry and business leaders to identify prospects and referrals from internal and external networks / Centres of Influence (COI)
- Collaborating and networking with internal and external stakeholders
- Identifying referral opportunities for Scotia Wealth Management partners, ScotiaMcLeod,
- Commercial Banking, Retail and other key partners (Roynat, GTB, International, GBM, etc.)
- Representing Private Investment Counsel at various business development events, internal and external presentations

4. Risk Management/Compliance

- Maintaining awareness and ensuring compliance/adherence to all procedures, regulatory activities and guidelines including Privacy, Anti-Money Laundering, Anti-Terrorist Financing, FCAC, Know your Client, Occupational Health & Safety and Guidelines for Business Conduct
- Participating in all aspects of compliance and the identification of actions or changes in policy and/or procedures in order to remediate non-compliance in the business.
- Minimizing the Bank's overall exposure to risk
- Maintaining client portfolios in accordance with established firm strategy which includes, utilizing the Central Portfolio Models and pools, focusing on client segmentation and client's risk appetite
- Ensuring the suitability of wealth strategy and investment recommendations and alignment with clients' financial goals, objectives and risk levels
- Adhering to bank and firm standards, policies and business practices to ensure that Private Client Counsel is meeting the appropriate regulatory and compliance requirements as they relate to both new and existing accounts
- Escalating, documenting and reporting any unusual occurrences, suspicious or fraudulent activities, as per established procedures

5. Team Membership

- Contributing to the effective and positive functioning of the Private Investment Counsel team and partners
- Fostering and developing a strong, positive team environment, driving employee empowerment, innovation and a high degree of engagement
- Building effective working relationships across the team and with various business line, internal and external stakeholders
- Maintaining a high level of client service and effectively resolving / escalating client issues as required
- Facilitating a culture of open and honest communication
- Actively participating and contributing to coaching sessions, touchbases and team meetings
- Encouraging the generation of new ideas and approaches
- Actively sharing knowledge and experience to enhance the development of all team members
- Developing and executing a meaningful employee development plan
- Acting as a mentor to junior colleagues and taking a leadership role on the team.

Education/Work Experience/Designations

- Thorough investment management know-how and depth of experience required as it relates to understanding economic and market data in order to describe the firm's investment strategy to partners and clients
- Must meet the regulatory requirements to be registered with the appropriate securities commission
- CSC & CIM
- CFA would be an asset
- University Degree (Business, Economics, Accounting, Finance)
- Minimum 5 years direct experience in discretionary investment management, covering both financial analysis and managing portfolios (individuals, estates, trusts, pension plans, foundations, registered accounts), with an expert understanding of investment returns, potential risks and the associated tax implications
- Strong ability to explain financial and wealth strategies and concepts integrated with firm-wide investment strategies
- Expert relationship management skills
- Strong business development skills which include networking, negotiation, sales and closing skills
- Strong communication and influencing skills
- Strong interpersonal, communication & listening and people management skills
- Results/Goal achievement oriented
- Self-motivated and disciplined
- Executes with Integrity
- Proficient in the completion of a Financial Plan
- Thorough knowledge of each SPCG & PIC Business Line's value proposition.
- Thorough knowledge of the full SPCG product and service offering in order to identify opportunities across the SPCG Team of Experts
- Working knowledge of the products and services offered by Scotiabank partners in order to identify and refer clients as appropriate.

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Working Conditions:

- Standard office environment
- Long periods of concentration required to stay current on wealth strategies
- Non-standard hours the norm in order to establish develop client base, meet clients (in/outside of the office), sometimes requiring travel by car or plane depending on location.

Location(s): Canada : Ontario : Sudbury

Scotiabank is a leading bank in the Americas. Guided by our purpose: "for every future", we help our customers, their families and their communities achieve success through a broad range of advice, products and services, including personal and commercial banking, wealth management and private banking, corporate and investment banking, and capital markets.

At Scotiabank, we value the unique skills and experiences each individual brings to the Bank, and are committed to creating and maintaining an inclusive and accessible environment for everyone. If you require accommodation (including, but not limited to, an accessible interview site, alternate format documents, ASL Interpreter, or Assistive

Technology) during the recruitment and selection process, please let our Recruitment team know. If you require technical assistance, please [click here](#). Candidates must apply directly online to be considered for this role. We thank all applicants for their interest in a career at Scotiabank; however, only those candidates who are selected for an interview will be contacted.

For more information, visit [Scotiabank for PIC Portfolio Manager - Sudbury, ON](#)