



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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Vice President, Business Development

Job ID	197154-en_US-1884	
Web Address	https://careers.indigenous.link/viewjob?jobname=197154-en_US-1884	
Company	Scotiabank	
Location	Ottawa, ON	
Date Posted	From: 2024-05-27	To: 2050-01-01
Job	Type: Full-time	Category: Finance

Description

Requisition ID: 197154 Dynamic Funds is a wholly owned subsidiary of Scotiabank, headquartered in Toronto. Dynamic Funds was established as a small investment club in Montreal in 1957, where it was a pioneer in providing professional investment advice to retail investors. Since then, we have evolved to become one of Canada's most recognized wealth management firms. We offer a comprehensive range of products and services, spanning every major sector, geographic region and investment discipline. Our financial solutions include open and closed-end investment funds, fee-based, tax-advantaged and customized high-net-worth programs. Dynamic Funds is one of Canada's most recognized wealth management firms. We offer a comprehensive range of products and services, spanning every major sector, geographic region and investment discipline. Our financial solutions include mutual funds, ETFs, fee-based, tax-advantaged, and customized high-net-worth programs. Purpose: Reporting directly to the Regional Vice President, the Vice-President, Business development will work within the assigned territory to generate sales and develop new business along with servicing and managing existing clients about Dynamic products and services. In addition, the role will provide leadership and mentoring support to the Inside Sales Representative that is assigned to the territory. The individual is also expected to perform all follow-up duties for their own activities with support from the Sales Associate responsible for servicing the territory. Is this role right for you In this role you will:

- Manage a defined territory to generate sales and develop new business
- Lead by establishing long lasting relationships, servicing existing clients and prospecting for new ones.
- Use their in-depth knowledge of our products, their practice management skills and their interpersonal skills to increase sales and retain assets.
- Arrange one-on-one, group and/or branch meetings with financial advisors to promote company products and services (20 meetings a week);
- Assign daily tasks to the ISR and the SA for follow up;
- Schedule and Host Events, Roadshows and Manager Meetings;
- Develop a strategic business plan for the year and reviews it quarterly with the team to increase sales from advisors within the territory;
- Segmentation of the client base to define the service levels and to ensure sales from various distribution channels and firms (1-250);
- Maintain and service client relationships using territory rotations in order to increase sales and diversify our product usage;
- Make daily calls to clients who purchase or redeem above the set targets;
- Submit expenses and maintain the overall budget for the region. This includes approving co-op requests, charitable donations, promotional items and quarterly ticket/ meal allocations;
- Data Mine using the Diagnostic Selling Process & Populate the CRM system with all the information retrieved during meetings;
- Respond to client inquiries and follow up on leads from the ISR;
- Generate and develops new business relationships;
- Mentor the ISR through continuous coaching and feedback.
- Present to advisors on new products, business building ideas, and tax-planning strategies;

- Work extensively and within a supportive team environment to meet and/or exceed company sales objectives (sales rep & sales associate); and
- Involved in special projects as required
- Incumbents must adhere to Scotiabank Global Sales Principles and understand how the Bank's risk appetite and risk culture should be considered in day-to-day activities and decisions

Do you have the skills to enable you to be successful in this role We would love to work with you if you have:

- Minimum bachelor's degree in a field such as commerce, finance, business administration;
- Must be Bilingual (FRE/ENG)
- Record of progression into roles with increasing responsibility within the financial services industry;
- Minimum 5+ years of sales experience;
- Minimum 5+ years of experience managing a territory.
- Completion of CSC and/or IFIC certification;
- Individual contributor who excels in a team environment;
- Basic knowledge of MS Office (i.e. Excel, Word & Outlook);
- Experience working with Customer Relationship Management systems;
- Completion is preferred, but at minimum, the successful candidate must be enrolled in an industry designation program (CIM, CFA, CFP, etc.);
- Detail-oriented with strong time-management skills;
- Strong public speaking and presentation skills;
- Ability to keep up-to-date on past, current and future trends in the financial services industry;
- Pro-active, self-starter with the ability to use their initiative in maximizing sales; and
- Ability to travel extensively.

Location(s): Canada : Ontario : Ottawa 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. Candidates selected for an interview will be contacted directly. If you require accommodation during the recruitment and selection process, please let us know. We will work with you to provide as seamless a recruitment experience as possible.

For more information, visit Scotiabank for Vice President, Business Development