



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:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/07/03

ScotiaMcLeod Investment Associate - Toronto Plaza

Job ID	197917-en_US-7064	
Web Address	https://careers.indigenous.link/viewjob?jobname=197917-en_US-7064	
Company	Scotiabank	
Location	Toronto, ON	
Date Posted	From: 2024-05-31	To: 2050-01-01
Job	Type: Full-time	Category: Finance

Description

Requisition ID: 197917

As a cornerstone business within Scotia Wealth Management, ScotiaMcLeod has earned a reputation for integrity based on service excellence and trusted investment advice. Our advisors and teams pride themselves on exploring innovative approaches to protecting and growing their clients' assets.

When you join ScotiaMcLeod, you'll be empowered to deliver Enriched Thinking, a unique approach that incorporates your client's thinking, as well as our thinking, to drive results. You'll work with a team of specialists to deliver a client-centric approach to wealth management, enabling you to consider all the facets of your client's life, family and business. With a focus on total wealth planning, and wealth specialists to help you deliver on this unique value proposition, you'll be enabling clients to see not just the big picture, but all the little ones too.

BRIEF INTRODUCTIONAs an Investment Associate you will work closely with a Wealth Advisor in the development and management of their book of business by providing effective client service and contributing to business development and sales related activities.

IS THIS ROLE RIGHT FOR YOU

In the role you will:

- Identify new business opportunities to gather additional assets and/or increase revenue
- Utilize your in-depth knowledge of products and services to identify new opportunities within the existing client base
- Work with Advisor and Total Wealth Specialists to deepen client relationships through total wealth planning
- Prepare, analyze, and present reports and recommendations to clients
- Work with the Advisor to develop and distribute client communication and marketing pieces
- Act as a leader to other associates on the team and within the branch by providing direction and coaching
- Regularly review practices to ensure administrative processes are streamlined and administrative tasks being completed and logged for tracking purposes

DO YOU HAVE THE SKILLS

We would love to work with you if you have:

- Experience in the securities industry
- Registered Representative (RR) with CIRO
- Successfully completed the Wealth Management Essentials (WME)
- Excellent verbal and written communication skills
- Meticulous attention to detail and excellent time management skills
- Exceptional client service skills, providing a professional and respectful experience

WHAT'S IN IT FOR YOU

- At ScotiaMcLeod we help employees build their futures, where they can be themselves, and win together. With a commitment to diversity and inclusion and a performance-oriented culture that includes coaching, learning, and

development – there are endless possibilities. At ScotiaMcLeod– you can make an impact. You help make the futures of our 25 million customers happen. You can find your future here.

- The opportunity to join a forward-thinking organization where you are surrounded by a collaborative team of innovative thinkers
- An organization committed to making a difference in our communities– for you and our clients
- An inclusive working environment that encourages creativity, curiosity and celebrates success
- Learning and Development – via Scotia Academy, a virtual learning experience to upskill and develop your skills at work or from your personal device.

**** STRONGLY PREFER REGISTERED REPRESENTATIVE**Location(s): Canada : Ontario : Toronto

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 ScotiaMcLeod Investment Associate - Toronto Plaza