# 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

Date Printed: 2024/07/01

Careers.Indigenous.Link

## Total Wealth Manager, Calgary (18-Month Contract)

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| **Job ID** | **201147-en_US-7350** | |
| **Web Address** | https://careers.indigenous.link/viewjob?jobname=201147-en_US-7350 | |
| **Company** | Scotiabank | |
| **Location** | Calgary, AB | |
| **Date Posted** | From: 2024-06-24 | To: 2050-01-01 |
| **Job** | Type: Full-time | Category: Finance |

**Description**

Requisition ID: 201147

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture.Purpose
- Contributes to the overall success of the Client Solutions group in Canada ensuring specific individual goals, plans, initiatives are executed / delivered in support of the team’s business strategies and objectives. Ensures all activities conducted are in compliance with governing regulations, internal policies and procedures.
- Works in collaboration with the Regional Director, Client Solutions to support the execution of SWM’s (SWM) team-based offering.

Accountabilities
- Champions a customer focused culture to deepen client relationships and leverage broader Bank relationships, systems and knowledge.
- Lead ongoing regional promotion and sustainment of the SWM offering by presenting the SWM value proposition and service offering to internal audiences; Promoting resources and channels for fulfilling Client Solutions; identifying and highlighting best practices and providing insights and support to influence how relationship managers deliver Total Wealth; and delivering training presentations to all SWM staff in the region
- Manage ongoing regional engagement activities related to the execution of Total Wealth through facilitation of regular high net worth plan development meetings as well as interaction with both relationship managers and specialists to fully investigate and develop high net worth client plans; proactively engage regional / local leadership on progress and gap resolution; monitoring client engagements and related outcomes and ensuring relationship managers updated; Influence relationship managers across all business lines to onboard clients into the financial planning process
- Lead the development and execution of practice management support to educate and coach relationship managers and specialists around the delivery of total wealth by working with relationship manager teams to effectively embed a total wealth approach into their business planning activities, client marketing processes, and end-to-end client service processes; identifying gaps in team processes and opportunities to deepen knowledge and coordinate delivery of in-depth, technical training; supporting Regional Director and local Advisory Manager coaching efforts and providing reinforcement of key messages to ensure strong alignment between specialists and our financial planning process
- Support business development activity that proactively target high net worth clients by participating in prospecting activities to articulate the total wealth offering; working with the Regional Directors to influence and build awareness of SWM capabilities and client solutions with our channel partners from across the bank in their region; participating in client and COI events and presentations to represent and articulate the Enriched Thinking brand promise; and Collaborating with National Office and other key stakeholders to implement key business initiatives that will enhance the Client Solutions offering and drive increased results in the region
- Drive communication from the field to National Office around the needs and support required by relationship managers and specialists to effectively deliver the Total Wealth offering
- Provide leadership support to Regional Director, Client Solutions by trouble shooting any issues related to the coordination of specialists and or inconsistencies in our delivery of the offering
- Understand how the Bank’s risk appetite and risk culture should be considered in day-to-day activities and decisions.

- 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.
- Champions a high performance environment and contributes to an inclusive work environment.

Education and Experience Requirements:

- Minimum 5 years of Wealth Management experience working with relationship managers and with knowledge of wealth offering solutions
- University degree or equivalent
- Knowledge of the Canadian Wealth Management industry, financial instruments and markets, and current regulatory environments
- Previous client relationship management experience
- Previous marketing and promotion experience
- Knowledge of multiple front and back office systems and processes is desirable, including fluency and familiarity with client relationship management and tracking software
- Industry accreditation (CSC, CFP, PFP, Insurance license, other) would be an asset

Location(s): Canada : Alberta : Calgary

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 Total Wealth Manager, Calgary (18-Month Contract)