



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: 2025/09/26

Institutional Client Manager

Job ID	CB-32-46-7C-DF-9D	
Web Address	https://careers.indigenous.link/viewjob?jobname=CB-32-46-7C-DF-9D	
Company	Fiera Capital	
Location	Vancouver, British Columbia	
Date Posted	From: 2024-04-12	To: 2024-06-11
Job	Type: Full-time	Category: Finance
Languages	English	

Description

At Fiera Capital

We invest in creating a culture of purpose that makes our people feel valued, cared for, seen, and heard. Our approach to employee experience is tailored to your needs and ambitions:

Your Inclusive Experience: We are committed to cultivating an inclusive, safe, and trusting work environment.

Your Growth & Empowerment: We have ambitious growth goals for our firm, which makes us a great place to advance your career.

Your Rewards & Recognition: We deeply value our people and their contributions and that's reflected in our competitive compensation and benefits packages and our collaborative culture.

Your Wellness Your Way: We strive to create a healthy work environment and we offer programs designed to support our employees' wellbeing.

What we are looking for:

Under the supervision of the Co-Head of Institutional Client Relationships in Toronto, the Institutional Client Manager oversees the firm's delivery of investment services to a select group of institutional clients.

The Institutional Client Manager will manage all aspects of delivering best-in-class institutional management advice and guidance to clients focused on retention and organic growth across a diversified list of assigned institutional investors and a broad range of investment solutions including both public and private markets strategies. In delivering industry-leading client interaction experiences, the incumbent will ensure that Fiera retains, grows, and further deepens client relationships. It is expected that the majority of his or her time will be devoted to retaining and growing designated institutional client relationships. The coverage region for this role includes Western Canadian clients.

Your responsibilities:

Serving as a lead relationship manager for key relationships - developing and executing on a coverage plan including identifying and managing cross-selling opportunities;

Providing outstanding client service;

Assuming responsibility for complex and sensitive client and account activities including playing a key role in the decision-making process;

Delivering and managing dissemination of thought leadership to clients;

Participating in the Institutional Markets team's client seminars/presentations as we seek to further enhance education in the marketplace and build Fiera's brand in the Canadian institutional marketplace.

Must have requirements to be successful in this role:

Bachelor's degree in business administration, Commerce, or related field;

CFA designation or graduate degree a strong asset;

A minimum of 10 years of relevant experience managing relationships with institutional clients (pension plans, foundations, endowments, insurance clients, etc.);

Strong networking skills with established relationships in the market across institutional clients and investment consultants;

Expert knowledge of the investment industry and financial markets;

Exemplary interpersonal skills;

Excellent industry reputation based on credibility, integrity, and a strong work ethic;

Versatility and team spirit;

Ability to demonstrate initiative and accept personal accountability;

Appropriate registrations necessary upon hiring.

Additional Information:

Fiera Capital adheres to a hybrid working environment with 3 days in-office per week

If you are interested in a career at Fiera Capital and you meet 70% or more of the requirements, do not hesitate to submit your application!

For all positions in Quebec (Montreal and Laval), proficiency in French, both spoken and written, is mandatory. Working English proficiency is also required in order to serve our offices and clients around the world.

Fiera Capital subscribes to the principle of employment equity. Our staff is our most valuable asset, and our goal is to create an inclusive and equitable environment where everyone can achieve their true potential.

We are an Equal Opportunity Employer and do not discriminate against any employee or applicant for employment because of race, colour, sex, age, national origin, religion, sexual orientation, gender identity, status as a veteran, or on the basis of disability, genetic information or any other federal, state, or local protected class. Fiera Capital will not tolerate any form of discrimination or harassment.

All staffing decisions, including hiring and promotion decisions, will be based on merit, skills, performance, and business needs. We are pleased to receive applications from qualified individuals from a variety of backgrounds. Job applicants who are individually selected for an interview will be notified that accommodations are available upon request. If a selected participant requests accommodation, Fiera Capital shall consult with the applicant and provide, or arrange for the provision of, suitable accommodation in a manner that considers the applicant's accessibility needs due to disability. Please stay vigilant and never share personal or confidential information during this hiring process, unless it is through Mintz Global Screening, the secure platform we use to exchange such information. If in doubt, or if you think you have been a victim of fraudulent manoeuvres during your hiring process, please contact us.

Please note that job titles indicated in job postings may differ from internal job titles. Accordingly, offers of employment may not reflect job titles indicated in job postings.

We thank all applicants for their interest in a career with Fiera Capital. We will only contact those selected for an interview.

How to Apply

Click "Apply Now"