

Job Posting

PenderFund Capital Management Ltd (“Pender”) is an independent, employee-owned, value-based investment firm founded in 2003 to invest in emerging technology companies. We are one of the fastest growing investment firms in Canada, and our goal is to be the first choice for investors looking to protect and grow their capital. We’ve grown from a couple of people with a passion for investing into a diverse and inclusive workplace of 50 people by seeking out and hiring the most qualified, talented and experienced people.

We are seeking a **Hybrid Wholesaler**, based in Quebec, who will work with our Retail Sales team to grow our business. The successful candidate will be responsible for generating sales and developing new business along with servicing and managing existing clients. Effective territory management and planning will be key to achieve sales, product diversity and budget targets. This opportunity will be ideal for someone with a passion for the financial services industry and desire to align with a high performing brand.

Main Responsibilities Include:

- Arranges one-on-one, group and/or branch meetings with financial advisors to promote company products.
- Service advisors on new funds through presentations, branch meetings and road shows. Assist advisors with business building strategies.
- Maintain and service an extensive contact/client/prospect list with the aid of the sales team.
- Generates and develops new business relationships.
- Performs all follow-up service commitments for their own activities.
- In consultation with the incumbent wholesaler, develops a combined strategic plan for each quarter to increase sales from advisors within the territory.
- From time-to-time supports the activities and follow-up requirements of incumbent wholesaler.
- Works extensively and within a team environment to meet and/or exceed company sales objectives.
- Focuses time and effort on maximizing sales from various distribution channels.
- Involved in special projects as required.

Qualifications

- 3+ years experience in sales in the financial industry.
- Bilingual with French as a first language and English as a second language.
- A willingness to pursue new and creative ideas, the motivation to achieve results, dedicated & energetic, strong communication skills – both verbal & written.
- Individual contributor who excels in a team environment.
- An interest and curiosity in capital markets and how they relate to the fund industry.
- Ability to keep up-to-date on past, current and future trends in the financial services industry.
- Experience working with Customer Relationship Management systems.
- Successful completion of a financial services industry program course (i.e. CSC, IFIC, CFA, CFP, CIM, etc).

- Pro-active, self-starter with the ability to use their initiative in maximizing sales.
- Ability to travel extensively.

What's In It For You

- Great compensation (competitive base and commission) & benefits package.
- Travel to Vancouver twice a year for the National Sales Conference as well as sales training. (opportunity to network with colleagues across the country) once we can travel again per Covid protocols.
- Ongoing training to develop market, product & sales skill knowledge.

Our commitment to diversity: We have found that being diverse and inclusive simply makes us better. Not all of us have backgrounds in financial services and this is one of the best ways in which we are diverse – we bring a range of knowledge and experience to every scenario. We do not discriminate on any basis and welcome applications from all qualified individuals. When selecting candidates for employment, promotion, training or any other benefits, it is on the basis of aptitude and ability. Should you require any accommodation or have questions, please let us know.

Candidates can apply by emailing a resume and a cover letter to careers@penderfund.com. We will accept applications as long as this posting appears on the Pender website. We thank all those who apply, however only shortlisted candidates will be contacted for an interview.