



JOB TITLE: Vice President, Investment Solutions
DEPARTMENT: Retail Asset Management, Guardian Capital LP (“GCLP”)
REPORT TO: Senior Vice President, Head of Distribution
LOCATION: Calgary, AB

JOB STATEMENT:

GCLP has an immediate need for a Vice President, Investment Solutions to join our retail asset management team, leading sales and servicing existing clients in the Prairies. As a senior member of this team, you will lead and grow the business with new and existing clients and deliver industry-leading service. Sales will be digitally augmented with an emphasis on data. Candidates will have extensive relationships in the region that he/she can leverage to introduce Guardian investment solutions via virtual meetings and in-person meetings.

ESSENTIAL FUNCTIONS:

- Creating and implementing a comprehensive plan to grow the retail business among investment advisors in the region;
- Using a technology forward approach and leveraging digital tools for maximizing sales opportunities;
- Leveraging existing relationships and introducing them to Guardian solutions;
- Being an expert in the team’s solution and being able to speak technically about Guardian’s products and approach versus our peers; and
- Collaborating with team members and sharing ideas and best work.

QUALIFICATIONS:

- University degree, preferably with a focus on business, economics or finance
- Minimum of 10 years of sales and servicing experience within the investment management community
- CFA charter holder or enrollment in the CFA program an asset
- Various certifications within the investment area (e.g. CSC)
- Knowledge of various investment vehicles, including ETFs, an asset
- Self-motivated and focused on a high level of activity
- Creative problem solving and strong communication skills
- Ability to present in front of small or large groups

COMPENSATION:

Commensurate with experience

If you are interested in applying for this position, please forward a cover letter and resume in confidence to hr@guardiancapital.com.

Guardian Capital is committed to accessibility in employment and to ensuring equal access to employment opportunities for candidates, including persons with disabilities. In compliance with AODA, Guardian Capital will endeavour to provide reasonable accommodation to persons with disabilities in the recruitment process upon request. If you are selected for an interview and you require accommodation due to disability during the recruitment process, please notify the hiring manager upon scheduling your interview.

We thank all applicants for their interest but only those selected for an interview will be contacted.