



Caldwell Investment Management Employment Posting

Caldwell Investment Management Ltd. is a leading independent investment management firm that has been providing innovative solutions to meet the requirements of individual and institutional investors for over 30 years.

Position: Wholesaler/Product Consultant Position (Full time)

Job Summary: Reporting to the Senior Vice President, Sales and Marketing, the successful candidate will be responsible for executing strategies to increase sales and actively promote Caldwell's investment products to advisory groups, primarily within the IIROC and MFDA channels. The successful candidate will be a key member of the sales and marketing team, responsible for both internal and external sales functions for Caldwell's family of investment funds, and will collaborate closely with individuals across the firm. The role will require an organized candidate with exceptional interpersonal and sales skills, a positive and flexible attitude, as well as strong capital market and investment product knowledge.

Core Responsibilities will include but are not limited to:

- Build and maintain Caldwell's relationships with advisors in the IIROC and other channels;
- Perform pro-active call and sales campaigns to promote Caldwell product offerings to existing and potential clients;
- Maintain in-depth knowledge of Caldwell products and initiatives;
- Respond to inquiries on products, fund management strategies, portfolio manager philosophies/processes/styles and industry trends;
- Assist in the development of literature for promoting products;
- Work closely with and support efforts of other team members;

- Provide feedback to management on product demand, sales trends and client satisfaction;
- Update call/meeting activities and maintain accurate advisor records within our Zoho Client Relationship Management system on a timely basis

Requirements:

- University Degree in Finance or Economics;
- Minimum of 2 years of experience in the securities industry;
- Prior experience as a wholesaler or experience in another similar advisor/client-facing role is preferred;
- Sound knowledge of investment products (e.g. mutual funds, ETFs, etc.) and the investment industry;
- Completion of industry related courses such as CSC and CIPC

Competencies and Attributes:

- Proven sales acumen, business development and prospecting aptitude;
- Demonstrated ability to persuade and negotiate through consultation and active listening skills;
- Superior interpersonal and communication skills required to build relationships with financial advisors and dealers;
- Aptitude for technological advancements as a way to improve efficiencies and effectiveness;
- Knowledgeable on the current industry landscape and competitors with an ability to be innovative in sales strategies, marketing concepts and product applications;

Application Process:

Candidates that wish to apply should send a cover letter and resume to funds@caldwellinvestment.com with Wholesaler/Product Consultant in the subject line. Only qualified candidates selected for an interview will be contacted.