

Position : Business Development Manager
Location : Toronto

Letko Brosseau & Associates is amongst the largest and most successful money management firms in Canada with \$30 billion in assets under management and ranked #1 Global Balanced (Canadian Bias) Composite in the \$650 billion RBC Investor & Treasury Services Canadian Defined Benefit Plans Universe over the last 20 years. Clients include some of Canada's largest pension funds, unions, foundations and family offices.

Position

Letko Brosseau is seeking a Business Development Manager to join its Toronto office and take a lead role in selling our suite of services. The focus of this role is developing new clients with an emphasis on pursuing larger opportunities for our investment management services. This strategic position will be tasked with new outreach to senior management and high net worth individuals to educate them on our firm, our services and our track record. The role will be 100% new business development, no client servicing. A successful Business Development Manager will directly contribute to growth through the generation of new revenue by adding new clients and extending services to existing ones.

Duties

Uncover quality new opportunities in the marketplace and develop a robust pipeline. Identify and qualify prospects, create call plans and track progress in the firm's CRM system. Conduct daily outbound sales calls (cold and warm calling), schedule and hold sales appointments, obtain needed information to generate presentations and create value-centric sales pitches. Assist with negotiation and closing of new engagements. Contribute to building the Letko Brosseau brand in the marketplace including attending industry conferences and other networking events. Cultivate and maintain positive, productive, and professional relationships with colleagues and prospective clients.

Qualifications

Seven or more years selling investment management services. Strong track record of meeting or exceeding quotas. Proven track record of leading, capturing and winning work. Ability to communicate clearly in writing and verbally. Solid sales personality with a strong desire and ability to add new client companies and drive new revenue. Proven ability to build relationships and quickly develop trust with C-level executives. Outstanding telephone sales skills as well as dynamic in-person relationship building and sales approach mentality to add value and build credibility immediately. Ability to obtain and maintain firm independence and abide by firm ethics requirements. Minimum B.S. / B.A. degree or equivalent in business, marketing, communications or a related field. Strong organizational and time management skills. Candidates must be self-motivated, and be able to work independently.

We invite interested candidates to forward their resume along with a letter explaining why they should be considered for the position to careers@lba.ca. We thank all candidates for their interest, but only those selected for an interview will be contacted. No telephone enquiries please.