

MANAGING REGIONAL DIRECTOR

DOWNTOWN TORONTO

Natixis Global Asset Mgmt (Canada)

Natixis Global Asset Management, ranked among the world's largest asset managers operating in over 20 countries, seeks a *Managing Regional Director* for Downtown Toronto. He or she will be dealing directly with financial advisors and responsible for promoting all Natixis Canada products as well as providing a solution-based method to selling. The successful candidate will generate leads and opportunities, establish new prospects, and expand upon existing relationships.

Responsibilities

- Identify, develop, and maintain professional sales relationships with IROC and MFDA advisors in assigned territory
- Develop and execute a business and sales accountability plan that incorporates team members and other resources
- Meet/exceed territory sales and activity goals that are developed by sales management
- Work collaboratively with the Regional Director to develop new sales

Desired Skills and Experience

- 5 years wholesaling experience within the mutual fund industry with a proven track record of building strong relationships
- Experience with consultative sales approach
- Must be able to clearly articulate a portfolio's investment discipline and process to clients
- Thorough knowledge of domestic and international markets, with the ability to speak to current trends, themes, or commentary
- Thorough understanding of the IROC and MFDA community and product platforms
- Effective use of business analytics, CRM, and segmentation to prioritize territory coverage
- Undergraduate degree required

How to Apply

Please send a resume with the subject line "MRD Toronto Region" to Sales.Canada@ngam.natixis.com. We thank you in advance for your interest, but only qualified candidates will be contacted.

About Natixis Global Asset Management

Natixis Global Asset Management serves thoughtful investment professionals with more insightful ways to understand and manage risk. Through our Durable Portfolio Construction® approach, we help them construct more strategic portfolios that seek to produce better outcomes in today's unpredictable markets. We draw from deep investor and industry insights and partner closely with our clients to put objective data behind the discussion.

Natixis is ranked among the world's largest asset management firms.¹ Uniting over 20 specialized investment managers globally (US\$951.7 billion AUM²), we bring a diverse range of solutions tailored to meet to every strategic challenge. From insight to action, Natixis helps our clients better serve their own with more durable portfolios.

1 Cerulli Quantitative Update: Global Markets 2017 ranked Natixis Global Asset Management, S.A. as the 15th largest asset manager in the world based on assets under management as of December 31, 2016.

2 Net asset value as of June 30, 2017.