

## Senior Vice President, Institutional Sales

### Natixis Global Asset Management (Canada)

Natixis Global Asset Management ranks among the world's largest asset managers operating in over 20 countries seeks a *Senior Vice President of Institutional Sales*. Based in Toronto, the successful candidate will help develop the institutional sales department by generating leads and opportunities, establish new contacts, and achieve sales results with plan sponsors, endowments and foundations, investment committee, board of trust member and other institutional channels. He or she will be responsible for promoting and positioning all 20 plus Natixis affiliates within the Canadian market place in our newly established and growing Canadian office.

#### Job Description

- Build and execute a business plan to raise assets and drive significant revenue growth in a defined institutional channel by identifying and cultivating prospects and existing clients
- Develop and augment relationships with plan sponsor professional staff, Investment Committee/Board of Trustee members, investment consultant staff and other influencers to effectively position Natixis and our affiliate firm capabilities
- Cultivate new AUM and revenue growth through a variety of NGAM affiliate investment strategies
- Actively contact prospects to establish and manage relationships, assess client needs and influence submission of Requests for Proposal (RFPs)
- Conduct regular investment meetings with key influencers and managers to identify and capitalize on opportunities
- Utilize CRM to document activities and use for business planning purposes

#### Qualifications

- Undergraduate degree is required and an MBA or CFA designation (or progression towards achieving) would be an asset.
- Minimum 8 years of financial services industry experience, ideally with at least five years of institutional selling experience.
- Superior oral and written communication skills.
- Demonstrated executive presence, poise, and presentation skills.
- Ability to work independently and adapt quickly and resourcefully to changing situations while traveling for business.
- Excellent relationship management skills.
- Strong knowledge of institutional investment offerings and the competitive environment.
- Professional designations preferred (i.e. CIM, FCSI, FMA)

### **How to Apply**

Please send a resume with the subject line "Senior Vice President, Institutional Sales" to [Sales.Canada@ngam.natixis.com](mailto:Sales.Canada@ngam.natixis.com). We thank you in advance for your interest, but only qualified candidates will be contacted.