

Vice President, Strategic Partnerships

Natixis Global Asset Management (Canada)

Natixis Global Asset Management ranks among the world's largest asset managers operating in over 20 countries seeks a Vice President, Strategic Partnerships. Based in Toronto, the successful candidate is responsible for the oversight and direction of the National Accounts department, build and maintain relationships with the distribution firms and be a senior leader at Natixis Global Asset Management, Canada.

Major Responsibilities:

- Create and implement a Strategic Partnership strategy.
- Develop, maintain, and manage relationships with the home office for all Canadian distribution firms
- Identify new business development campaigns and opportunities, develop plans, and communicate updates to clients and internal audiences
- Provide excellent service to assigned firm contacts; provide updates on the business, identify opportunities to develop the business, and uncover various business insights from the firm that can be shared with our sales force
- Become a senior member of the Sales Management team to help guide the sales strategy and execute on our business plan.

Relationship Building/Sales:

- Increase gross/net sales through discretionary and model driven portfolios at respective firms
- Proactively discuss Natixis Strategies (Funds/SMAs) with clients, resulting in the placement of Natixis products on recommended platforms and firm discretionary models
- Thoroughly understand and stay abreast of assigned firms' Research and Investment Committee economic outlook and look for ways to properly position Natixis products and strategies
- Interact and collaborate with internal departments as needed

Experience/Skills Required

- 8+ years of proven track record in third party distribution, a broad knowledge of the mutual fund, SMA, DC and institutional business, and a demonstrated ability to build long-term relationships with investment professionals
- Demonstrated success in mentoring, coaching and managing teams
- Deliver leadership that is aligned to overall business strategy
- The ability to think long-term, strategically assess changing business conditions and risks, and pivot as necessary
- Extensive knowledge of competitive offerings, market trends, economic conditions and the regulatory environment
- University degree in a business or related field
- Preference given to candidates with deep investment knowledge coupled with a CIMA or CFA

How to Apply

Please send a resume with the subject line “Vice President, Strategic Partnerships” to Sales.Canada@ngam.natixis.com. We thank you in advance for your interest, but only qualified candidates will be contacted.