



## Investment Counsellor – Business Development

Letko, Brousseau & Associates is one of Canada's leading independent global investment managers. Founded in 1987, the firm offers a diverse set of investment solutions to a domestic and international customer base. We believe our business-minded, fundamental research approach, strong ethical culture and client-first fiduciary commitment has been the key to our long-term growth and success. Through ongoing, active engagement with the companies we invest in, we seek to contribute to positive change, while earning superior returns for our clients.

In collaboration with the Business Development Analyst, you will plan persuasive approaches and pitches that will convince potential clients to do business with LBA. You will also be responsible for developing and implementing strategies to drive ongoing business growth from existing clients through extension of services and referrals. The Investment Counsellor, Business Development will work closely with the team to identify new client segments, territories and services.

Main responsibilities:

- Identify potential clients, and the decision makers within the clients' organizations;
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities;
- Meet potential clients by growing, maintaining, and leveraging your network;
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators;
- Work with team to develop proposals that speak to the client's needs, concerns, and objectives;
- Collaborate with the Investment Counsellor, Investment Services to enhance and extend existing relationships and develop referrals;
- Coordinate with the Investment Counsellor, Investment Services to ensure a smooth start-up and hand off new clients;
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales;
- Participate actively in the Business Development Committee;
- Ensure all team members represent the company in the best light.

Required profile:

- Bachelor's degree in business administration or related discipline;
- Business Development experience in insurance, banking or financial industry;

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The ideal candidate:

- Professional presence and excellent networking skills;
- Self-motivated individual with a high energy level and a progressive business attitude;
- Outstanding relationship builder, you build trust through respect and authenticity;
- Excellent interpersonal and strong presentation skills;
- A positive attitude and a strong work ethic.

Salary and Benefits:

- Minimum guaranteed annual base salary
- Attractive Performance based Incentive plan
- Generous medical, dental and life insurance as well as long-term disability insurance plans;
- Employer contribution to a deferred profit-sharing plan (DPSP);
- Our offices are in downtown Toronto, easily accessible by public transit.

Our mission is to provide a supportive and inclusive environment where all individuals can maximize their full potential.

If you are interested in the challenge, please submit your resume to [david.despres@lba.ca](mailto:david.despres@lba.ca)

We thank all candidates for applying, however only those selected for an interview will be contacted.