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Letko, Brosseau & Associates Inc.

Senior Investment Counsellor

Letko, Brosseau & 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.

The primary focus of the Senior Investment Counsellor is to serve as our clients' trusted advisor. He or she will be the primary point of contact for a group of institutional and private clients. The individual will be responsible for reviewing asset mixes and investment policies, explaining portfolio decisions and discussing the firm's investment outlook.

The Senior Investment Counsellor will maintain and grow existing client relationships. Moreover, the individual will be working with different departments to improve customer support programs as well as customer satisfaction and engagement. The Senior Investment Counsellor may also assist in bringing new clients on board.

Main responsibilities:

Managing client relationships

- Serve as a reliable point of contact and build rapport with assigned clients to establish strong business relationships
- Stay abreast of the firm's investment strategy, its outlook on the economy and capital markets
- Regularly communicate with clients, prospects, and intermediaries in order to share the firm's investment strategy, philosophy and outlook on the economy and capital markets
- Review investment policies and asset mixes and recommend changes if necessary
- Provide regular updates to clients on their portfolios' progress via documents, emails, telephone and in-person presentations
- Answer client queries on their holdings, the firm's investment strategy, economic outlook, or other matters affecting their portfolios
- Process and monitor client transactions, and ensure their compliance
- Liaise with custodians, accountants, consultants and other parties on behalf of clients
- Know your client (KYC) account review
- Contribute to revenue growth by developing a network of referrals
- Meet new clients, fulfill KYC requirements and assess investment needs

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Required profile:

- University degree in Finance, Economics or a related discipline (MBA/MS, an asset)
- Minimum of five years of experience in a similar position (Portfolio Manager, Client Relationship Manager, etc.) in investment banking, trading or consulting
- CIM designation and/or CFA charterholder, an asset
- Bilingualism, both spoken and written (English and French), an asset

Ideal candidate qualifications:

- Strong analytical and financial analysis skills and experience in capital markets
- Impeccable client approach
- Meet OSC, AMF and other provincial requirements to register as an investment advisor
- Ability to summarize research reports and to identify key ideas in the overall investment thesis
- High attention to detail
- Excellent oral communication and presentation skills
- Ability to learn new skills and acquire new knowledge

Salary and benefits:

- Highly competitive compensation plan including a bonus program and an equity participation plan
- Immediate access to medical, dental and life insurance coverage, along with short -term and long-term disability insurance
- Employer contribution to a deferred profit-sharing plan (DPSP)
- Employee & Family Assistance Programs and telemedicine

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

If you are ready for this challenge, please submit your resume to **david.despres@lba.ca**

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