Group Retirement Specialist

LetkoBrosseau 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 firm is in an exciting expansionary phase, where we are developing business channels and reaching into new markets. One of these new channels is the development and launch of a defined contribution retirement solution. We are looking for an ambitious and creative professional to aid in the development and growth of our group retirement plan offering.

Main responsibilities:

- Develop and maintain a strong inventory of viable group retirement (RRSP & DCPP) prospects
- Network and promote the LBA brand & group DC services into group retirement and benefit advisors and consultants that service target market segment firms.
- Provide support in the preparation and presentation of business proposals and responses to RFPs and RFQs.
- Participate in short-list presentations to prospective clients.
- Support advisors and prospective clients on employer-sponsored group retirement plan design.
- Coordinate the execution of the enrollment of plan members into the retirement plan.
- Provide support to new LBA clients with post-sale onboarding of LB's group DC services.
- Provide periodic support and problem-solving to LBA group corporate clients, and assigned plan advisors, on matters of plan management, administration and communication.
- Periodically benchmark LBA offering and fee structure to industry competitors' services and fees.

Project responsibilities:

- Provide expert feedback to aid in the shaping of the product value proposition
- Strategize development of the sales funnel from brand awareness to qualification and sale
- Aid in the design of sales and marketing materials
- Perform pre-market pitches & integrate feedback into sales process

Required profile:

- Bachelor's degree in Business Administration
- 5 years of experience in business development within the Canadian group retirement marketplace
- Strong knowledge of retirement CAP plans to include group DCPPs, RRSPs and DPSPs
- Strong understanding of competitors' group retirement plan investment and full-service products and pricing practices
- Good knowledge of provincial and federal rules governing pension plans, RRSPs and other CAP programs
- Experience with group retirement and benefit broker/advisor community
- Comfortable with the qualification, pricing, and onboarding of group RRSPs and DCPPs with plan sponsors.

The ideal candidate:

- Professional presence with strong interpersonal and presentation skills;
- Self-motivated individual with a high energy level;
- Strong prioritization and time management skills as well as a strong sense of commitment and accountability;
- Solid technology skills with robust knowledge of Excel, Word, PowerPoint;
- Thinks creatively and proposes new solutions;
- Ability to build good relationships;
- Team player;
- A positive attitude and a strong work ethic;

Salary and Benefits:

- Competitive base salary, plus annual bonus;
- Generous medical, dental and life insurance as well as short and long-term disability insurance plans as of day one;
- Employer contribution to a deferred profit-sharing plan (DPSP);
- Career development opportunities;

This is a unique opportunity to not only join a growing team but to be involved in shaping the design of the product you will be selling. If you are interested in the 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.