

## BUSINESS DEVELOPMENT

VANCOUVER, BC

Job Posting # 16-060

August 10, 2016

The Cash Management Group at Raymond James is seeking a qualified candidate for the role of Business Development to work in our downtown Vancouver office. Raymond James is one of Canada's leading full-service independent investment dealers offering high quality investment products and services to Canadians seeking customized solutions to their wealth management needs.

The Cash Management Group has been recognized as one of the top performing teams within Raymond James Ltd.'s Private Client Group. We manage just over \$2 billion in client assets, both institutional and private. Our team delivers three core value points to our clients: Service, Advice and Performance. We are a professional and dedicated group, who think outside-the-box and show up to work every day with a positive attitude and the drive to grow our business.

This position demands strong market research skills and the ability to execute tasks in a timely manner. Working closely with a team of fourteen professionals in an open office environment, you will be provided with mentoring and training to ensure you fully understand the way our business is conducted. You have a strong work ethic and positive attitude that contributes to growing our business at a fast (but manageable) pace.

### INSIDE SALES ASSOCIATE ROLE:

- Create custom multi-million dollar cash management proposals using Excel
- Assist the sales team in setting up meetings with meaningful prospects;
- Track and report monthly sales metrics such as number of calls and meetings;
- Cultivating Lead Pipeline;
- Provide ad hoc support for the sales team;
- Other duties as assigned.

### Must Have:

- An undergraduate degree or higher level of education;
- Vibrant personality and professional demeanor;
- Excellent verbal and written communication skills;
- Ability to articulate oneself clearly;
- Self-starter attributes, motivated and hardworking;
- Close attention to detail;
- Adaptability to work in a constantly changing and highly demanding environment;
- A team player attitude and the initiative to identify opportunities to streamline processes, boost efficiencies and uncover new opportunities;
- Able to present a polished appearance in a formal business environment;
- Proficiency in MS Office, Outlook, and Excel;
- Adept to desktop and mobile technologies such as WhatsApp, Skype, Google Drive, Box, Evernote, Salesforce, LinkedIn and Twitter;
- Eligibility to work in Canada (minimum of a 2 year work Visa, permanent residency or citizenship).

## Bonus Qualities:

- Flexibility and adaptability to a dynamic, oftentimes loud, fast-paced, open office environment;
- Ability to prioritize, multitask, work within time constraints and follow-up;
- Second or multiple language;
- Experienced with the use of CRM, especially Salesforce will be considered an asset;
- Licensed as a Registered Representative;
  - If you are not licensed, this must be completed within six months of hire.
- 1-2+ years' experience within the financial industry.

## Compensation includes:

- Competitive salary;
- Full benefits;
- RRSP matching;
- Other benefits may include: catered lunches, in-office massages and stocked fridge with healthy food options.

To learn more about the team and Raymond James Ltd., visit [www.rjcashgroup.ca](http://www.rjcashgroup.ca).

## Application Instructions

Qualified applicants are requested to:

- Send a resume and cover letter to Kerri Ablett quoting the position to [ateam@raymondjames.ca](mailto:ateam@raymondjames.ca)
- Include a link to your LinkedIn profile on your resume
- **contact us at 604.659.8090 to confirm receipt of your application**

This posting will remain open until a qualified candidate is hired.

Want to get noticed? Follow us on Twitter ([@rjcashgroup](https://twitter.com/rjcashgroup)) and subscribe to our Youtube Channel ([Cash Management Group](#)).

To be considered for employment candidates will be required to provide proof of citizenship, permanent residency or eligibility to work in Canada with no restrictions. We require applicants to complete a background verification process prior to commencing employment with the company, including but not limited to a credit and criminal record check. Employment is contingent on the satisfactory completion of a pre-employment background check.

We sincerely thank all applicants who express an interest in this role: only those being directly considered will be contacted.

Raymond James Ltd. recognizes the value of a diverse workforce and appreciates the unique skills and special contribution of each employee. We are committed to accessibility for candidates through all stages of the recruitment process. Should you require accommodation, please contact Human Resources via email at [resumes@raymondjames.ca](mailto:resumes@raymondjames.ca).