



# BUSINESS DEVELOPMENT SPECIALIST

Harbourfront Wealth Management Inc. is an IIROC registered securities dealer with offices across Canada. As part of the employee owned Harbourfront Group of Companies, the firm specializes in providing complete wealth management solutions for middle to high net worth clients. We are a fast growing, dynamic firm, and are seeking a Business Development Specialist to join us.

This position demands a confident personality with a proven sales ability. The successful candidate must be dependable, flexible, self-motivated, possess excellent communication skills and a strong work ethic.

## Working directly with the CEO, you will be responsible for:

- Seeking out advisors to join the Harbourfront team who are particularly entrepreneurial and see the many benefits of equity ownership
- Conducting outbound sales calls
- Following up on prospect lists and setting up and conducting meetings with meaningful prospects
- Assisting with marketing-related projects, events, and seminars
- Creating and updating prospect and other contact lists

## The ideal candidate for this position:

- ✓ Is a Financial Services industry professional with a strong network of financial advisors
- ✓ Will have a proven ability to take initiative and will possess exceptional communication & presentation skills
- ✓ Will have a minimum of 5 years' industry experience
- ✓ Is a goal-driven energetic individual

## This position offers:

- Attractive base compensation and benefits package plus aggressive results based bonuses
- Potential for equity in a rapidly growing firm
- The opportunity to work with one of Canada's fastest growing IIROC dealers

Candidates are expected to have high advisor conversion rate given Harbourfront's firm equity proposition. This is an exciting role with great potential for growth. If you'd like an excellent opportunity in financial services, please send an email to: [DPopescu@harbourfrontwealth.com](mailto:DPopescu@harbourfrontwealth.com)

*This posting will remain open until a qualified candidate is hired. We sincerely thank all applicants who express an interest in this role, but wish to let you know that we will only be contacting applicants that are aligned with our requirements.*