



RAYMOND JAMES®

MANAGING DIRECTOR, INVESTMENT BANKING

VANCOUVER, BC
Job Posting # 16-054
June 9, 2016

**COMMUNICATIONS | CONSUMER | ENERGY & ENERGY SERVICES
FINANCIAL SERVICES | FINTECH | FOREST PRODUCTS | HEALTHCARE
INDUSTRIALS | MINING | POWER & INFRASTRUCTURE | REAL ESTATE
TECHNOLOGY & CLEAN TECH | TRANSPORTATION**

Raymond James Ltd. is seeking a Managing Director to join our Investment Banking team in our downtown Vancouver office. Raymond James Ltd. is one of North America's leading publicly traded full service mid-market investment banks, offering investment products and advisory services to United States and Canadian clients.

Our Investment Banking team of over 300 investment bankers across North America and Europe is focused on servicing the corporate finance and financial advisory needs of our clients. We offer a complete range of capital markets services with strong expertise in mergers & acquisitions, public offerings, private placements and syndication. Our advisory services include mergers, acquisitions and divestitures advice / execution, fairness opinions and valuations.

The Managing Director will be able to originate new equity and advisory business opportunities across a variety of sectors in western Canada and nationally.

Specifically you will:

- Manage business development activities to identify and source new and existing clients for capital markets transactions;
- Advise corporate clients on mergers & acquisitions, public equity offerings and other financing;
- Supervise and oversee team on business development and execution of transactions, determining structure, lead generation, pitch development and presentations to potential clients;
- Work closely with other senior bankers and experts from various groups in Canada and the United States;
- Other duties as assigned.

To qualify for this opportunity you:

- Are currently a Managing Director with a proven track record of business development;
- Have an undergraduate and/or graduate degree in a business-related discipline;
- Have a minimum of 10 years' experience in investment banking;
- Possess strong negotiation skills;
- Possess excellent written & verbal communication skills;
- Are a team player with a highly motivated, committed and responsible attitude, with a demonstrated ability to manage competing priorities and requests in a demanding work environment.

This is a full-time position with a competitive compensation and benefits package.

If you would like to submit an application to join our team, please send your resume **quoting your name, the position and Job Posting #** to resumes@raymondjames.ca. This posting will remain open until filled.



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.