Company: Manulife

Position Title: Bilingual Investment Consultant

City and Province: Montreal, QC or Kitchener-Waterloo, ON

**Please have applicants apply directly to our Careers website:**

http://manulife.taleo.net/careersection/jobdetail.ftl?lang=en&job=1710659

Description:

Are you looking for unlimited opportunities to develop and succeed?  With work that challenges and makes a difference and a flexible and supportive environment, we can help our customers achieve their dreams and aspirations.

Our Investment Consultants are dedicated to building relationships with the existing employees of our employer group clients and guide members through the financial options available to them as it relates to group retirement savings*.*

***This opportunity offers a base salary, performance incentives and a steady stream of customers.  We have plan members waiting to speak with you, we generate the leads for you, no prospecting is required.***

**Who we are looking for? If this sounds like you then consider joining our team!**

You are a motivated, target oriented, licensed advisor with 2 to 5 years experience in the wealth industry and you are passionate about supporting clients on the road to their retirement through investments.   This opportunity is ideal for licensed advisors who have primarily focused on investment and/or pension products.

You add value by promoting investment options/products and services to plan members as they leave an employer and you can speak with plan members about investing in a language that they understand.  This is the time to leverage your skills in providing value-added, exceptional customer service and sharing your knowledge of investment solutions to help plan members make smart financial decisions.

**What will you be doing?**

Our Group Plan Investment and Retirement consultants are Investment Specialists who provide guidance and education, as appropriate, to group plan members who need to decide what to do with their accumulated retirement savings. This includes ensuring group retirement plan members understand different investment concepts and fees, defining their risk profile, consolidate their assets and make ongoing RRSP contributions.

**Your financial services industry experience in providing one on one investment guidance will be beneficial as you:**

* Conduct one-on-one needs based conversations ***over the phone*** for group retirement plan members currently enrolled in an employer group plan, including discussions around fund options, underlying investment fees, risk profile, long term savings goals/investment strategy in addition to having consolidation discussions
* Educate members on the benefits of group plan versus retail investing, understanding the impact of investment fees, defining their risk profile and helping them consolidate their assets, in addition to continuing to make ongoing Group RRSP contributions.
* Ensure our plan members understand the value of investing early, the impact of investment fees, the power of compounding interest and the financial benefits of investing inside of a group retirement savings plan
* Provide financial illustrations to plan members around the power of investing early inside a group retirement savings plan coupled with the power of compounding interest
* Help plan members build their investment portfolio based on their risk profile

**Licenses:**

* Canadian Securities Course (CSC) or IFIC – or related studies or experience
* Life License (LLQP) is required or to be obtained within 3 months of start date
* Certified financial planner (CFP) designation is an asset

**Education and Experience:**

* Minimum two (2) years experience in financial sales products
* University business degree is an asset
* Knowledge of Group Benefits Optional Life and Critical Illness products is an asset
* Ability to work independently in an open office environment and manage day-to-day office functions

**Skills and Competencies:**

* Demonstrated ability to persuade and negotiate through consultation ***over the phone*** and possess active listening skills to communicate the benefits of investing early and consistently inside of a group registered savings plan
* Knowledge of Manulife Investments and life insurance products an asset
* Proven ability to be innovative in sales strategies, marketing concepts and product applications
* Attention to detail in gathering and accurately recording all customer information
* Remain current and up-to-date on wealth management products, market trends and financial planning issues.

Our Investment Consultant opportunities offer a competitive base with performance incentives, comprehensive benefits package, training and ongoing coaching and corporate support.  Ask us about our WorkSmart and Workplace Flexibility Program and what option may work best for your life- and work-style.

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**About Manulife**

Manulife Financial Corporation is a leading international financial services group that helps people achieve their dreams and aspirations by putting customers' needs first and providing the right advice and solutions. We operate as John Hancock in the United States and Manulife elsewhere. We provide financial advice, insurance, as well as wealth and asset management solutions for individuals, groups and institutions. At the end of 2016, we had approximately 35,000 employees, 70,000 agents, and thousands of distribution partners, serving more than 22 million customers. As of June 30, 2017, we had over $1 trillion (US$780 billion) in assets under management and administration, and in the previous 12 months we made $26.7 billion in payments to our customers.

Our principal operations are in Asia, Canada and the United States where we have served customers for more than 100 years. With our global headquarters in Toronto, Canada, we trade as 'MFC' on the Toronto, New York, and the Philippine stock exchanges and under '945' in Hong Kong.

Manulife is committed to supporting a culture of diversity and accessibility across the organization.   It is our priority to remove barriers to provide equal access to employment.  A Human Resources representative will consult with applicants contacted to participate at any stage of the recruitment process who request an accommodation. Information received regarding the accommodation needs of applicants will be addressed confidentially.