

JOIN WALTON



AT WALTON, OUR SUCCESS IS BUILT ON LEADERSHIP, PROFESSIONALISM, INTEGRITY AND THE STRENGTH OF OUR RELATIONSHIPS.



Becoming part of the Walton Group of Companies means loving your job and believing in the company you work for. That's the Walton experience. Year after year, our employee feedback is overwhelmingly positive. You can feel the job satisfaction in the air and see it on the faces of our employees!

Walton is an organization you can grow your career with. With over 30 years of experience, we have grown to be one of North America's leading real estate investment groups, creating land-based investments for individual and institutional investors worldwide.

As we continue to succeed, our team must grow and we are currently looking to fill the position of **Dealer Representative (Account Manager)** at **Walton Capital Management Inc. ("WCMI")**.

Responsibilities include:

Sales

- Develop and execute business plans and sales strategies to achieve sales goals
- Build a client base through prospecting and business development
- Conduct sales calls and sales presentations to current and prospective clients
- Conduct presentations at seminars for prospective clients and distribution partners
- Provide support and service to an existing client base and maximize client satisfaction
- Maintain in-depth knowledge of WCMI products
- Efficient use of Walton sales collateral, marketing materials and other resources

Service

- Monitor WCMI products, project updates, exit updates and financial statements
- Utilize WCMI company resources
- Maintain and manage existing client base for WCMI and provide service to Walton International Group Inc. ("WIGI") clients
- Maintain and manage relationship with distribution partners
- Assist with client inquiries and paperwork
- Manage and follow up on client inquiries and complaints
- Provide occasional mentorship to new hires, when requested

Compliance

- Represent WCMI and Walton investments in a professional and compliant manner
- Comply with securities legislation and adhere to WCMI's policies and procedures
- Ensure maintenance of appropriate documentation
- Complete paperwork accurately and in a timely fashion
- Complete and submit appropriate expenses based on company guidelines and timelines
- Adhere to registrant obligations (i.e. Know Your Client, Know Your Product, Suitability, etc.)
- Use available tools, technology and systems (i.e. Salesforce) to work efficiently

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WaltonTM
APPRECIATE THE LAND

Professional Development

- Maintain and continuously develop knowledge of sales, products and compliance/regulatory matters
- Participate in Professional Development sessions and complete any associated online/independent study requirements

Qualifications

- University degree, preferably in business or economics
- Minimum of 3 years sales experience in the financial services industry
- Strong business and or sales networks
- Current Canadian Securities Course or Exempt Market Product Course (required)
- In-depth knowledge of sales techniques and account management
- Strong communication, negotiation, interpersonal, presentation skills
- Proficient in Microsoft Office Suite
- Experience with Salesforce would be an asset
- Ability to produce results with minimum supervision, in a fast paced environment
- Proven track record in meeting sales targets and achieving sales goals
- Adherence to compliance and company policies and procedures in previous positions

Why Walton

- Competitive pay and benefits
- Opportunities to grow and develop skills in multiple disciplines
- Fun, energetic co-workers who share the same core values and strategies

Join our team of passionate, energetic and inspired staff. In an age of revolving doors in the job market, Walton is a place employees want to be for the long run. Now, experience the Walton difference of integrity and professionalism for yourself.

Interested candidates are invited to forward a resume, in confidence, to:
careers@walton.com

We would like to thank all applicants for their interest in this position; however, only those selected for interviews will be contacted.