

Institutional Representative and Trader - Fixed Income

Description:

The Institutional Representative and Trader Fixed Income will strive to increase market share through the creation, maintenance and execution of strategies and plans for client accounts in order to establish and foster long term relationships with existing customers and new client prospects. The candidate will utilize his or her knowledge of the bond market to engage in research development and modelling, keeping customers informed of the competitive advantages of CTI Capital Securities Inc. ("CTI").

Key Responsibilities:

- Target potential clients
- Get new customers to meet or exceed long-term annual sales targets.
- Present a clear value-added proposition to potential customers of CTI.
- Maintain and develop syndicates for new issues.
- Identify and define relevant sales opportunities.
- Cultivate strong relationships with influential stakeholders in the market (i.e. clients, dealers, ...)
- Work with the various administrative units to provide a single face to customers and provide leadership and direction needed to enable the organization and team members to perform their daily tasks regarding research, models and product development.

Education, Experience and Licenses:

- Accredited as institutional securities representative (CSI Global Education).
- Between 3 and 5 years of experience in the market for investment management and proven ability to establish and maintain strong relationships with other representatives.
- University degree, preferably in business, economics or finance or a related field.
- Accreditation or equivalent technical knowledge and understanding in investment and financial products are an asset: CFA (Chartered Financial Analyst) and / or Masters in Business Administration (MBA).

Skills and knowledge:

- Must be bilingual (French and English - written and oral).
- Good understanding of the Canadian financial industry, including:
 - market knowledge of Fixed Income;
 - thorough knowledge of competition and trends in the market for fixed income; and
 - solid knowledge of institutional fund managers, consultants and pension industry.
- Expertise in the development and implementation of sales strategies.
- Ability to analyze, classify and assign the correct time and resources to plan call cycles, the expansion of client accounts and prospecting activities.
- Excellent ability to communicate verbally and in writing with all types of audiences.
- Exceptional interpersonal skills.
- Attention to detail.
- Excellent team working skills.
- Excellent negotiation skills.
- Committed to conducting rigorous research.

Interested candidates are requested to apply by email to: sophiebuu@cticap.com. Please note that we will only contact those whose applications are of interest.