

Vice President, Business Development

Connor, Clark & Lunn Private Capital Ltd.

Toronto, ON

Connor, Clark & Lunn Financial Group provides investment management services to individuals, advisors, pension plans, institutional investors and foundations. As a multi-boutique asset management firm, Connor, Clark & Lunn Financial Group is uniquely focused on creating the conditions for success for its clients, partners and employees. The firm has offices in Vancouver, Edmonton, Calgary, Regina, Toronto, Montreal, Chicago, and London, UK and through its affiliated investment managers is responsible for the investment of over \$80 billion in assets under management.

Connor, Clark & Lunn Private Capital is an affiliate of Connor, Clark & Lunn Financial Group, providing professional discretionary money management services to high-net-worth individual investors, indigenous groups, foundations and endowments. We are currently looking for a **Vice President, Business Development** for our Toronto office.

What You'll Be Doing

In this role, you will be integral to servicing and building the firm's national business-to-business referral relationships to support lead generation for our sales team. This role will report directly to the Managing Director (MD) of Business Development and have a focus on supporting our relationships with Dealers, referral firms, referring Advisors as well as an ability to initiate new referral relationships. This work will include meetings with key contacts to develop and execute customized initiatives to support referrals. You will be a key contributor to the firm's continued success.

Key Responsibilities include:

- Work collaboratively with the Managing Director on the lead generation strategy for B2B referrals nationally – travel required
- Build on existing relationships with referral partners to increase sales leads
- Uncover new relationships with referral partners/firms utilizing sales and negotiation skills
- Develop marketing strategies to build brand awareness with referral partners
- Collaborate with sales teams to identify, develop and strengthen referral opportunities
- Conduct local meetings and host events with key referral contacts
- Work with sales team members to transition a lead into a sales opportunity
- Identify opportunities to enhance referrals by improving resources and materials
- Work with the Managing Director to develop a recognition program for top referral partners

Candidate Profile

- At least 5 years of experience in B2B sales with proven success
- Prior experience in developing professional B2B relationships

- Demonstrated experience of executing a business development strategy
- Demonstrated ability to influence and communicate effectively with all levels in an organization
- Highly motivated, committed, self-starter who can prioritize and adapt in a complex, fast paced and changing environment
- Strong written and verbal communication skills
- Proven ability to exercise discretion and good judgment, acknowledging the need to balance improvement opportunities and the needs of the business
- Undergraduate degree, Bachelor of Commerce preferred
- Ability to travel nationally as required
- Completion of industry related certifications/designations is an asset

About Us

Connor, Clark & Lunn Financial Group manages over \$80 billion on behalf of institutional and individual clients. We believe that success in asset management is an outcome of attracting, retaining and motivating the most talented individuals in our industry.

This is best achieved by the delivery of:

- **A High-Quality Environment:** To work with people who we hold in high regard; to enjoy the time that we spend at work; to focus on productive activities without the distraction of politics and bureaucracy; to treat each other with respect.
- **An Opportunity to Succeed:** To do work that has value and which presents the opportunity for professional growth and development.
- **Recognition and Reward:** To recognize each person's contribution and to align compensation with contribution.

Our business comprises eleven institutional investment affiliates that are responsible for investment decision making and client service, as well as distribution affiliates including Connor Clark & Lunn Private Capital, which provides multi-asset class investment solutions and Connor, Clark & Lunn Funds which offers single-strategy investments to individual investors. CC&LFG partners with each of its affiliates by contributing world class operations, product development expertise, broad distribution, and business management. We have grown from \$29 billion in assets and 200 people in 2008 to over \$80 billion in assets and 600+ people today and this has been accompanied by a high level of change in technology, types of assets managed, trading activity and geographic growth. As we look forward, we can see both opportunities and challenges for further growth that only reinforce our commitment to attracting, retaining and motivating the most talented people in our industry.

To apply for this position, please submit your cover letter and resume combined as one PDF document.

We thank all candidates for their interest but only those applicants selected for an interview will be contacted. **No telephone calls or recruitment agencies will be accepted.**