November 2025
Job Posting - Associate Advisor/Registered Representative with Trading NL

Who We Are

At ShortFinancial, iA Private Wealth in St. John's, NL we believe in doing the right thing - for our clients and our team. We are a collaborative, educational environment where we continue to grow together. We are a client-focused, professional wealth management team that prioritizes personalized financial planning and discretionary portfolio management.

We set ourselves apart from others by taking the time to understand each client's needs and unique economic situation. Then we apply our proprietary process to support all their financial needs from investments to insurance to estate planning. Our approach allows for meaningful, long-term client relationships rather than transactional sales targets.

We encourage open communication, celebrate diverse perspectives, and believe in continuous learning. Our culture is fast paced but balanced, where initiative is rewarded and team wins matter most.

Who You Are

You have a passion for money management and long-term client success. You are a motivated and knowledgeable professional seeking to work alongside an experienced Portfolio Manager in a dynamic, fast-paced environment. You appreciate the opportunity to collaborate on in-depth client cases, have continuous growth, and be mentored to be the next generation of financial planners and portfolio managers. You also have these qualifications and experience:

- CSC® and CPH® completed; QAFP® or CFP® designation (or working toward)
- CIM® designation and/or strong experience in discretionary portfolio management and trading
- 3–5 years of experience in wealth management, asset management, or brokerage
- Solid understanding of investments (equities, ETFs, fixed income, segregated funds) and insurance solutions (life, disability, critical illness)
- Familiarity with trading platforms, portfolio reporting tools, and compliance standards (CIRO, AML)
- Strong organizational skills with exceptional attention to detail
- Excellent communication skills, both written and verbal
- Confident working independently and in collaboration with advisors and portfolio managers
- Proactive, client-focused mindset with the ability to anticipate needs and manage multiple priorities

What You Will Be Doing

- Work proactively with the Portfolio Managers (PM), engage with clients before meetings, execute action items post-meeting, and provide follow-up support as needed.
- Assist with insurance planning, including running quotes, preparing applications, and managing the underwriting process.
- Facilitate transactions such as TFSA contributions, RRIF withdrawals, cash movements, and portfolio rebalancing.
- Conduct portfolio analysis, financial planning, support investment review processes, and monitor high-performing funds and portfolios.

- Execute and oversee all trading functions including equities, ETFs, GICs, mutual funds, new issues, and bulk/model-based discretionary trades.
- Monitor and review daily trading activity to ensure sector concentration and risk exposure guidelines are met; run SIA charts and complete KYP reviews for new stock purchases.
- Manage key portfolio activities such as year-end capital gains harvesting and quarterly IPS reviews.
- Ensure the timely and accurate completion of client documentation, including KYC updates and transfer paperwork.
- Provide exceptional client service, taking calls, answering questions and building relationships with diverse clients from different backgrounds.
- Maintain regulatory compliance and stay updated with changes.
- Uphold commitments made to clients, demonstrating accountability and a high level of professionalism.

Why Join Us:

- Opportunity to expand your skill set and grow within the role.
- Gain exposure to complex financial planning and investment strategies.
- Work in an environment that is professional, structured, and supportive.
- Be a part of a tried-and-true mentorship framework and a strong collaborative team.
- Engage in meaningful and rewarding client interactions.
- Compensation ranging from $70,000 to $95,000+ depending on experience, licensing and designations.

If you are a driven financial professional looking for a role where you can grow professionally and make an impact, we encourage you to apply!