UPPER CANADA CAPITAL

PRIVATE WEALTH MANAGEMENT

Portfolio Manager / Financial Planner

With Upper Canada Capital and Manulife Wealth in Etobicoke

(with practice ownership potential)

Who We Are

Kurt Rosentreter and his team of twelve leading investment advisors, insurance agents, financial planners and portfolio managers are a rapidly growing wealth management team with Manulife Wealth (CIRO) in west Toronto. Kurt's practice is long known in Canada for providing quality wealth management services to clients with sophisticated and unique planning work.

Client services include discretionary and non-discretionary investment management, comprehensive financial planning work and fee-only planning. Clients are located nationally, work is fast moving and clients offer many opportunities for advanced financial planning learning. We promote a developmental and growth work environment. Our environment is entrepreneurial, motivating, sharing and caring with a desire to win and excel, operating in an independent atmosphere with transparent fees and broad product choice for clients. We encourage and pay for licensing enhancements, getting designations, broad financial learning as we supportively want you to excel in your career.

Learn more about Kurt and the team at www.kurtismycfo.com, www.uppercanadacapital.com and www.manulifewealth.ca.

Who We Are Looking For

We are looking to add an existing IR or RR licensed associate or licensed associated portfolio manager or portfolio manager to our team to be involved with investment portfolio design and management for clients within a portion of the practice. Work will also include financial plan preparation, account openings and some administration.

Candidates with knowledge and skills to get involved with client financial planning (providing advice on retirement topics, tax planning, estate design, real estate and debt advice, insurance consulting, executive compensation, children's finance, eldercare and more) in detail are an added strength and desirable to the practice. We will also teach you to build on your existing knowledge of planning. Having existing professional designations are a bonus but we will help you to achieve them also.

Characteristics We are Seeking in a Team Member

You are motivated to grow and excel in your career, are a great written and verbal communicator, have a strong knowledge of investments, economics, taxation, markets and personal finance, have strong practice management skills and enjoy working with team members and teaching others.

You are a leader, not afraid to think outside the box and challenge the status quo. You have a strong passion for financial services and follow the highest standards for ethics and professionalism.
You love wealth management and enjoy helping people.

Core Work Responsibilities Will Include:

Contributing to the investment strategy and product selection of the team overall on a daily and weekly basis.
Completing securities analysis and being part of debates on securities, markets, economics and trends on a regular basis.
Assisting with construction of different types of investment portfolios and helping to manage client expectations for results.
Researching and documenting research to support client recommendations and compliance needs.
Preparing compliance reports, account documentation, client paperwork and dealer forms to support administration required to maintain portfolio KYC, KYP and more.
Daily accurate trading of securities in discretionary and non-discretionary formats.
Management and reporting on practice management statistics for your work and the team.
Written and verbal presentations in client facing meetings several times daily (once you are trained and ready).

Technical Requirements of The Position

Two years of relevant investment management experience in an IIROC (now CIRO) member investment dealer preferred.
Finance, accounting or business degree, undergraduate or graduate level is preferred.
Existing securities licensing as an IR, RR, APM or PM in Ontario.
Professional designations CFA or CIM are welcome; also desirable are CFP or RFP.
Familiarity with investment management trading systems.
Strong knowledge of Microsoft software including Dynamics and SharePoint.
Experience using financial planning software like Navi plan or Conquest is desirable.
Good knowledge of paperwork required to open accounts and other account set up and transfer transactions.

Soft Skills Requirement of The Position

An established passion for personal finance and helping people.
Excellent problem solver and attention to detail in a fast-paced, high-volume environment.
Ability to reprioritize work and shift on the fly while meeting project deadlines.
Knowing when working overtime is required without being asked.
An entrepreneurial spirit, a competitor, a hunger for growth and success.

What We Offer

Very competitive salary and bonus.

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The opportunity to move into variable compensation in a self-employment tax-advantaged set up, be directly paid on new business development if desired and the opportunity to buy into practice ownership in the future or even build your own practice with excellent support to help you get ahead at your pace.
Health insurance is available as an employee.

How To Apply

Send your resume and cover letter, addressed to Kurt Rosentreter, CPA, CA at Kurt.Rosentreter@Manulifewealth.ca

Only some applicants will be contacted. Thank you in advance for your interest!

Kurt Rosentreter, CPA, CA, CFP, CLU, CIMA, TEP, FMA, CIM
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To ensure that trading instructions are received and executed timely and accurately, please do not send any trading instructions via email.
Please contact us directly at 416-628-5761 ext. 0.

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