



### **TDBFG Description**

TD is a great organization powered by great people who want to make a difference every day. Our over 81,000 employees world-wide are a big part of what makes TD stand out from any other organization. Every day, we deliver legendary customer and client experiences to our approximately 19 million customers. We're an award-winning organization that reinvests constantly to ensure future growth.

We're recognized as an extraordinary place to work that embraces diversity, where everyone is respected and valued. TD is the sixth largest bank in North America by branches, with many exciting and challenging career opportunities in our four key businesses:

- Canadian Personal and Commercial Banking - including TD Canada Trust and TD Insurance
- Wealth Management - including TD Waterhouse and an investment in TD Ameritrade
- U.S. Personal and Commercial Banking - including TD Bank, America's Most Convenient Bank
- Wholesale Banking - including TD Securities

### **Department Overview**

The TD Waterhouse Private Investment Counsel investment philosophy centers on the fine balance between preserving capital and growing it responsibly, and the understanding that every investor requires a different investment strategy.

TDW PIC offers a one-on-one relationship with a dedicated and professional Portfolio Manager. Portfolio Managers conduct an in-depth review of the client's investment goals, philosophies and risk tolerance, and will work with the client to develop and document their personalized investment strategy. Once the investment strategy is agreed upon, TDW PIC will be responsible for the portfolio's construction, security selection, monitoring, rebalancing, and performance reporting.

PIC is Canada's largest discretionary money manager of high net worth clients with over \$15 billion in assets under management. There are approximately 90 Portfolio Managers across the country.

### **Position Overview:**

The Vice President, Private Investment Counsel for Prairie – Alberta reports directly to the Region Head for Prairies and indirectly to the Head of Private Investment Counsel.

The Vice President, Private Investment Counsel (PIC) for Prairie – Alberta and his/her team are responsible for providing discretionary management services to high-net worth clients. Leading a team of approximately 20, including portfolio managers and client service associates, the Vice President, PIC will be accountable for the team's profitability, sales management, compliance and portfolio management oversight, as well as for client experience. The geographic breadth of responsibility for the role includes two offices in Calgary and Edmonton.

### **Job Description**

Lead and develop a high-performing team.

- Assist in crafting the vision that will drive a cohesive team approach and motivate individuals to realize peak performance.
- Develop effective working relationships with key interactions, including support staff, to create a team environment that contributes to the overall objectives of the organization. Working with National Office staff, the Vice President, PIC will lead ongoing investment management education of portfolio managers and provide training and development opportunities for all team members.
- Provide oversight and leadership of compliance responsibilities for the Centers/Branches.
- Consistently provide monthly value added, consultative coaching to the Portfolio Managers with a focus on pipeline, developing client referrals, assisting them segregate their clients and consistently meeting service standards.
- Develop and maintain a business succession plan for your Centers/Branch with a focus on development plans, leveraging diversity opportunities and maintaining an active pipeline of external SPM and PM candidates for your Centers/Branch

Maintain strong client relationships.

- Assist the team where appropriate in problem resolution and client matters. He/she will co-ordinate sales and marketing opportunities with key reports, as well as conduct joint sales calls where required.
- Develop and execute pro-active sales initiatives to promote the private client service centers within new networks and centers of influence among new and existing clients.
- Continue to manage a small book of clients.

Operate effectively within a matrixed environment to build revenues and market share.

- Work closely with the heads of private client centers and functional specialists to aggressively build the firm's reputation and market share in the high-net worth segment.
- Ensure that portfolio managers construct portfolios that effectively meet client needs and are consistent with the business' strategy.
- Ensure that the various offerings under private client services, including private banking, trust, insurance and discretionary asset management, are seamlessly integrated in a client-focused approach.
- Partner effectively with the bank's retail network and wealth management colleagues in translating leads into business.

### **Job Requirements**

Strong results orientation.

- Skilled and experience financial services sales/marketing professional with a minimum of 7-10 years of relevant experience in servicing the high net worth sector.
- Results-driven and capable of fostering an environment of accountability and ownership.
- A seasoned and highly credible individual with a proven track record of portfolio management experience and offer extensive background managing Private Client investment portfolios.
- Ability to develop a thoughtful sales strategy, prioritize effectively and eliminate non-productive accounts or activities to focus on high-value

prospects or activities.

Outstanding strategic thinking capabilities.

- Ability to see the big picture and the interdependencies among a complicated wealth management business.
- Strong analytical skills, having previous exposure to asset allocation, including portfolio management theory, investment strategy and risk-adjusted performance.
- Ability to develop effective medium- and long-term strategies that will contribute to meaningful growth of the business.

Strong collaboration, influencing and relationship management skills.

- Strong focus on relationship development, demonstrating outstanding interpersonal and communication skills.
- Demonstrated ability to work well with others who are not in his/her line of command, and will be a genuine team player and effective influencer of others. An active contributor to the broader organization, the successful candidate will be comfortable operating within a matrixed environment and working collaboratively with others.

Outstanding leadership abilities.

- Ability to demonstrate leadership skills that inspire confidence, and the personal credibility to establish and maintain long-term relationships with clients.
- Possess high levels of integrity and personal accountability, and will bring high-level organizational skills, including the ability to effectively prioritize, delegate to and mentor high-performance teams.
- Actively engage Private Client Service Associates in Centers/Branch and provide effective leadership to the overall Centers/Branch including maintaining an effective communication process with the Centers/Branch to ensure all employees are made aware of any updates to policy, procedures, new products, etc.

Education/Accreditations:

- Undergraduate university degree and industry-specific courses as a minimum.
- CFA and/or CIM, FCSI preferred, but not mandatory.

**How to Apply:**

Interested candidates are invited to apply for this job at:

<http://client.njoyn.com/TD/xweb/xweb.asp?clid=97508&page=jobdetails&jobid=J0212-0007&BRID=EX25945>