



ASSOCIATE, SALES – VANCOUVER

Our Fixed Income – Sales group has an immediate opening for an Associate, Sales in Vancouver. The Associate will be responsible for intermediate/senior institutional sales of money market products to the firm's universe of clients in Western Canada. In addition, the candidate will be expected to provide backup/primary coverage on Fixed Income and Derivative products. In this capacity, the candidate will work within Scotia Capital's integrated Fixed Income, Money Market and Derivative sales group to distribute financial products and provide customized solutions to the firm's client base.

Working in a team environment, the focus will be on building and enhancing key client relationships using the "one team one goal" strategy. The candidate will display strong multi-tasking capabilities and demonstrate an ability to identify cross sell and new business opportunities.

Day-to-Day responsibilities

- Provide sales coverage to Institutional Clients by providing daily market commentary, generating trade ideas and distributing money market, fixed income and derivative products.
- Develop and strengthen client relationships through a regular call program designed to profile the firm's economic, research and trading team.
- Work closely with other team members within Scotia Capital's Trading Group to identify new business opportunities.
- Responsible for contributing to the overall success of the Global Trading Team by meeting sales/credit targets, elevating Scotia Capital's dealer ranking and profile in the investment community.

Requirements

The ideal candidate will have experience in either the buy or sell side of the institutional Money Market and/or Fixed Income Markets. Knowledge of the western based accounts is a definite asset.

Education

University Degree, CSC, CFA an asset

Scotia Capital provides a full range of investment banking, credit, and risk management products and services relevant to the financing and strategic development needs of our clients. Our products include equity underwriting, mergers & acquisitions, corporate banking, institutional equity sales, trading and research, fixed income products, foreign exchange, and commodities. We also cross-sell the full range of wholesale products and services offered by the Scotiabank Group.

Scotia Capital is an equal opportunity employer committed to attracting, hiring and retaining talented and motivated men and women.

To apply, please forward your resume and cover letter to maria_novo@scotiacapital.com