



Evolve ETFs

Position: Inside Sales Associate

Location: Toronto

Status: Full-Time

About Evolve ETFs

Evolve is one of the fastest growing ETF companies in Canada. We specialize in bringing innovative ETFs to Canadian investors. Evolve's suite of fifteen ETFs provide investors with access to: (i) long term investment themes; (ii) index-based income strategies; and (iii) some of the world's leading investment managers. Established by a team of industry veterans with a proven track record of success, we create investment products that make a difference. For more information, please visit www.evolveetfs.com.

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POSITION SUMMARY

We are currently seeking an Inside Sales Associate to join our team. In this role, the successful candidate is expected to partner with our Wholesalers across Canada to increase sales and grow the company's market share through the establishment and maintenance of strong advisor relationships as well as the generation and handling of sales leads.

KEY RESPONSIBILITIES

As part of your duties, you will be assigned the following responsibilities:

- Perform pro-active call and sales campaigns to promote the company's product offerings to existing and potential clients;
- Build partnerships with Investment Advisors and book meetings for your respective wholesalers;
- Effectively review sales data and client specific information, as well as perform report generation;
- Ensure that CRM is updated with details of any client communication, potential client opportunities and leads for follow up;
- Develop and share ongoing best practices, including: sales, marketing, business development ideas, strategies, concepts and support with Evolve's sales & marketing team

EDUCATION/ACCREDITATION

- University Degree, Business Administration or related field;
- Completion of, or enrolment in, financial services industry programs (e.g. CSC, CFP, CIM, CFA)

EXPERIENCE AND SPECIFIC SKILLS

- Minimum 2 years financial services industry experience in a sales capacity;
- ETF experience would be an asset;
- Advanced expertise in MS Office (Word, Excel, PowerPoint) and Salesforce;
- Strong sales aptitude with a desire to achieve results;
- Excellent interpersonal communication skills;
- Capable of applying information about the economy, competitor products, services and other financial insight towards sales;
- Ability to work autonomously within tight deadlines;
- Team oriented with excellent interpersonal skills and a positive attitude;
- Strong organizational and time management skills;
- Ability to build credibility and rapport over the phone;
- Strong negotiation skills and entrepreneurial spirit

This position offers a competitive remuneration package.

All people interested in this position may send their resume to: info@evolveetfs.com.

Please note that only successful applicants will be contacted.