

Regional Sales Representative

Key Responsibilities

- Work with the Regional Vice President to increase sales, reduce redemptions and increase market share of AGF products to investment advisors
- Assist the Regional Vice President in the creation and implementation of a Market Coverage Sales Plan.
- Work as a team member in support of sales and marketing activities within a defined sales territory.
- Service the needs of representatives by handling incoming and outgoing communications (written and verbal).
- Cold call new and existing representatives.
- Establish and maintain strong relationships within AGF's distribution network.
- Maintain timely and accurate records of all Market Coverage activities.
- Cover outside meetings and presentations for the Regional Vice President when necessary.
- Responsible for ensuring full knowledge of current fund and market information, features and benefits, sales processes and investment strategies.

Requirements

- Results oriented individual.
- IFIC and/or CSC designation and working toward CFA a plus.
- Undergraduate Degree / Diploma
- Preferred experience in Mutual Fund Sales or brokerage/financial planning sales.
- Excellent organizational, analytical and writing/presentation skills.
- Computer Literate, including Microsoft Excel and PowerPoint.
- Self motivated and highly disciplined team player.
- Experience in any multi-stepped conceptual sales process.
- Excellent oral and written communication skills

About AGF

AGF is one of Canada's premier investment management companies with offices across Canada and subsidiaries around the world.

2007 marked AGF's 50th anniversary of providing Canadians with innovative investment solutions across the wealth continuum. AGF's products and services include a diversified family of more than 50 mutual funds, the evolutionary AGF Elements portfolios, the Harmony asset management program and AGF Trust GICs, loans and mortgages.

AGF Investments*, a subsidiary of AGF Management Limited, has an experienced team dedicated to servicing the institutional marketplace in Canada, the U.S., Europe and Asia.

AGF Trust Company is a leading provider of innovative financial solutions including GIC's, mortgages, investment loans and RSP loans.

*AGF Funds Inc. also operates as AGF Investments.

Application Process

Please apply directly online at agf.com or to gita.clarkson@agf.com.

AGF thanks all applicants for their interest, however, only those selected for an interview will be contacted.

No unsolicited agency referrals please.

AGF is an equal opportunity employer. It is the Company's policy to recruit and select applicants for employment solely on the basis of their qualifications, with emphasis on selecting the best qualified person for the job. AGF does not discriminate against applicants based on race, color, religion, sex, national origin, or disability or any other status or condition protected by applicable legislation.