

## Regional Director, Private Wealth Management

---

Jarislowsky, Fraser Limited (JFL) is an investment management firm with over 60 years of experience conducting fundamental research and managing assets for pension funds, foundations and endowments, corporations, and individuals in Canada and internationally — representing more than CA\$56 billion in assets under management. Our history and culture are rooted in investment stewardship that is expressed through an adherence to quality investing, consistent with our long-standing investment philosophy, and the advancement of good governance and sustainable investing. Acting in the best interests of our clients is the cornerstone of everything we do. Headquartered in Montreal, we have offices in Toronto, Calgary, Vancouver, and New York.

**Location** Toronto

### **Purpose**

Provide strategic, operational, and tactical direction, as well as leadership and oversight to the JFL Private Wealth team. Design coverage and growth within the operating model for JFL markets in Ontario, ensuring business strategies, plans, and initiatives are supported in compliance with governing regulations and internal policies and procedures, in partnership with the wider Global Wealth Management strategy.

Responsible for the development and achievement of the region's overall investment portfolio growth, sustainable revenue generation strategies, market strategies, profit planning, and the achievement of sales goals through the delivery of superior client service and high-quality solutions for our clients.

### **Key Responsibilities**

- Develops and executes strategic business plans for the region's overall investment portfolio growth, as well as sustainable revenue generation strategies, market strategies, profit plans, and sales goals
- Expected to maintain and nurture a close, collaborative working relationship with other departments and individuals such as Scotia Wealth Management, Wealth Management Client Solutions, Scotiabank business heads, and Centre of Influence (COI) connections in the region, with a focus on providing a holistic Wealth Management offering to clients, as well as deepening & broadening client relationships
- Required to develop a visible community profile for JFL and Private Wealth, and maintain relationships with the market/region's top clients to reinforce the value JFL places on their business
- Leads the sales and service management strategy by leading, coaching, and motivating the team to exceed profit plan, sales objectives, and referrals to partners; recognize and reward sales and service excellence
- Ensures the region complies with all regulatory and compliance requirements
- Guarantees operational effectiveness for the region by managing the regional profit plan (e.g. revenue planning, expenditures, etc.), planning and executing recruitment strategy for the region, and maintaining a succession plan, including providing input into the organization's Leadership Resource Planning process
- Provides leadership to motivate and develop individual and team performance by fostering and developing a strong, positive team environment, driving employee empowerment, facilitating innovation, and ensuring a high degree of engagement
- Steers the risk management strategy for the region by supporting the Managing Director and overall Private Wealth business with proactive and timely feedback on business risk, solutions, and industry best practices. In addition, the incumbent will be required to maintain a high degree of working knowledge of regulatory and legislative requirements in all jurisdictions within assigned region, consulting with subject matter experts if the need arises
- Plays a key role in the organization's mandate to manage risk and to comply with regulatory requirements. The successful incumbent is expected to create an environment in which their team pursues effective and efficient operations for their respective areas, while ensuring adherence to day-to-day business controls for operational risk, regulatory compliance risk, AML/ATF risk, and conduct risk obligations; including but not limited to responsibilities under the Operational Risk Management Framework, Regulatory Compliance Risk Management Framework, AML/ATF Global Handbook, and the Guidelines for Business Conduct
- Builds a high performance and team spirit environment and implements a people strategy that attracts, retains, develops, and motivates the team by fostering an inclusive work environment, communicating vision/values/business strategy, and managing succession and development planning for the team

---

## Regional Director, Private Wealth Management

---

### Reporting Relationships

<b>Primary Manager:</b>	<ul style="list-style-type: none"> <li>Managing Director &amp; Head, Private Investment Counsel &amp; Jarislowsky, Fraser Limited Private Wealth</li> </ul>
<b>Direct Reports:</b>	<ul style="list-style-type: none"> <li>Portfolio Managers, Private Wealth Management</li> <li>Associate Portfolio Managers, Private Wealth Management</li> <li>Associates, Private Wealth Management</li> <li>Portfolio Assistants, Private Wealth Management</li> </ul>
<b>Shared Reports</b>	<ul style="list-style-type: none"> <li>Nil</li> </ul>

### Dimensions

- Responsible for Private Wealth Management, thereby covering all distribution markets in Ontario (except Ottawa)
- Exposure to and involvement in business initiatives and programs with a national scope
- Team of 8-15 full time employees
- Works with Scotiabank Wealth team

### Education / Experience / Other Information

- Bachelor's degree: preferably in finances, economics, accounting, or business;
- 10+ years of professional experience in the investment industry, preferably leading a team of wealth management professionals;
- Asset: Registrant designation (Advising Representative or Associate Advising Representative);
- Asset: CIM or CFA;
- Thorough investment management know-how and depth of experience required as it relates to understanding economic and market data in order to describe firm's investment strategy to partners and clients;
- Extensive knowledge of competitive offerings, market trends, economic conditions, and the regulatory environment;
- Ability to work collaboratively with other stakeholders for the benefit of clients;
- Strong interpersonal, verbal communication, negotiation skills, and professionalism are essential to effectively leading the sales team and managing sophisticated clients, prospects, and COIs;
- Strong change management skills and ability to adopt technology and reporting platform changes to support operational improvements, sales management process improvements, and general management improvements;
- Awareness of Scotia Global Wealth Management objectives, strategies, and structures;
- Excellent relationship building and negotiation skills to foster strong supportive relationships with stakeholders across the organization in a highly complex and multicultural environment;
- Reasonably connected in the greater Toronto area, through working relationships or through existing community engagements and boards;
- Strong analytical, conceptual, planning, organizational, problem solving, change management, and project management skills;
- Experience working with different cultures and promoting diversity;

## Regional Director, Private Wealth Management

---

### ***Working Conditions***

- Work in a standard office-based environment; non-standard hours are a common occurrence. Working from home if required – (e.g. during the pandemic)
- The business environment is fast-paced, complex, and demanding
- Constant use of personal computer and various leading-edge and business-oriented software technologies; the role may require long hours at a personal computer to prepare documents and presentations
- Planned and unplanned travel is required

We welcome all applications and wish to thank all candidates for their interest in applying for this position. However, only individuals selected for interviews will be contacted. Please send your CV and cover letter to [kcarriere@jflglobal.com](mailto:kcarriere@jflglobal.com)