



CAPCORP™

Financial Advisor

Job Type: Full time

In Office/Remote

Location: Beautiful Ottawa, ON, CANADA

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3rd floor
Ottawa, Ontario
Canada, K2H 8K7
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1-800-267-1964
www.capcorp.ca

CAPCORP is an industry leader providing trusted advice to our financial planning and employee benefits clients. Our team specializes in offering unique, comprehensive, solutions and support to companies in a wide range of industries. As a Financial Advisor you will ensure and establish strong enduring relationships with both existing and new clients while ensuring that they have the financial products and solutions that meet their needs.

You will provide industry leading advice, products, and service to valued CAPCORP clients, both through strengthening existing relationships and your own ability to attract new clients, related to the various financial solutions we implement.

You Are:

- Looking for a career with a great company that values your unique contribution but also believes in building an amazing team
- Someone who enjoys a variety in your day-to-day and take on new challenges when they come your way
- Naturally empathetic with an ability to motivate others and engage their commitment to take action
- A natural relationship builder who enjoys regularly meeting and proactively establishing relationships with new groups of people and facilitating beneficial connections between people and groups
- Motivated with a strong commitment to results
- A believer in the value of advice to your clients
- Able to work in a fast-paced environment where the products you offer are making a difference in the lives of your clients
- A strategic thinker: you know that an idea isn't the end of the journey but really just the first step.
- Energetic with the ability to multi-task
- Able to work independently, while also bringing in resources and expertise from your team when necessary
- Knowledgeable in the financial services industry OR a university graduate looking to embark on a new career
- Fun and have a positive attitude

You Will:

- Promote our market-leading financial solutions in the areas of Employee Benefits, Wealth Management and Insurance Planning to both new and existing clients
- Work with clients directly and independently to meet their needs, solve their problems and continually ensure that the solutions they have match their needs
- Build relationships within an existing group of clients while also attracting and growing new clients and new opportunities to meet the financial planning needs of our group and family clients
- Reaffirm our clients' belief that we are the best in the business!
- Ensure that you meet the compliance requirements in the financial services industry

Other desirable skills and abilities:

Those with a university degree and bilingual in French/English go right to the top of the list!

We value intelligence and big thinking

Understanding of the financial services sector

Previous sales and client relationship-building skills an asset

What makes CAPCORP a great place to come to work?

This is a place where you have a voice, and where you can be your best.

The role has a base salary with an existing client-base to service, and then offers a clear bonus structure based on both the retention of existing business and the growth of new business

We offer opportunities to grow and evolve both in your own career, and in your understanding of the industry

We offer a comprehensive benefits package and RRSP matching program

A focus on a healthy workplace - our Work "n" Well initiative adds fun while improving your mind, body and spirit

Planned social outings and events throughout the year

We believe in giving back to the community we live and work in through our annual Fill the Foyer Program

Flexible hours and time off during the holiday season

We welcome applications from people of all backgrounds and encourage you to apply if this role and company sounds exciting, even if you do not think you have some of the desired qualifications. Please forward your resume to: jmcknight@capcorp.ca