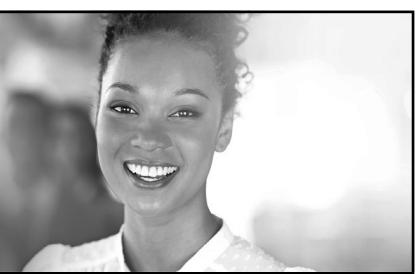


Our people are our competitive advantage.



CAREER OPPORTUNITY FOR RECENT UNIVERSITY GRADUATES

At Butterfield, we pride ourselves on being approachable, disciplined and proactive. If you embody these qualities and have the necessary experience, you may be the one we're looking for.

Relationship Manager

Butterfield Asset Management Limited (BAML)

This position reports to the Vice President, Head of Retail Investment and is responsible for building client relationships and assisting with clients' financial goals. The incumbent will also be responsible for assisting in the promotion of BAML's investment products and services to Retail and High Net Worth client sectors, as well as cross-selling other products and services offered through Butterfield.

Your responsibilities will include:

- establishing and maintaining client relationships with new or existing clients by selling BAML products, which include a range of mutual funds, advisory services and discretionary portfolio management services
- using relationship management skills and techniques to meet with clients and accurately capture their personal and financial information including financial goals and objectives and determining the strategies and products that will best meet their needs
- generating new sales leads via prospecting in order to sell products to retail and high net worth individuals
- presenting to large groups and individuals will be required to educate and promote BAML's platform of products and services
- remaining prepared and available for walk-in clients who require investment advice, assistance with transactions or who have queries pertaining to their account(s)
- knowledge of all Know Your Client requirements and regulations surrounding the account opening process as mandated by our Legal and Enterprise Risk Management (including Compliance) Departments is mandatory
- assisting with cross-training efforts and developing a rapport with co-workers in other departments of the Bank to encourage referral business (i.e., Private Banking, Retail Banking, Premium Banking, etc.)
- maintaining sales tracking information as required

Your experience/skills may include:

- university degree in business, marketing or finance or equivalent qualification with a minimum of five years' experience
- Canadian Securities Course (or equivalent) & Professional Financial Planning Course(s)
- CFA designation (or preparing to write the CFA exam)
- experience in sales or customer service
- experience in a financial planning/advisory capacity would be an asset
- excellent organisational, interpersonal and communication skills
- highly motivated, conscientious and able to work as a team player
- proficient in Microsoft Office suite of applications

CLOSING DATE: 28 April 2016

All applications should be forwarded **via e-mail** to: **resumes@butterfieldgroup.com**

ATTENTION: Human Resources

Hardcopy applications will not be accepted.