

# JOB POSTING

Director, Business Development  
(Full Time)



## **DESCRIPTION :**

Reporting to the President, the candidate will focus on developing new partnerships with a clientele focused on financial advisors across Quebec. The employee will be responsible for developing compelling proposals to encourage financial advisors to integrate AlphaFixe products into their clients' portfolios. You will also be responsible for designing and deploying growth strategies to strengthen relationships with existing AlphaFixe clients and drive growth.

## **LOCATION :**

1 800 McGill College Ave., suite 2420  
Montreal, QC, H3A 3J6

AlphaFixe is proud to offer its employees a hybrid work model, including working remotely, in order to balance career and family commitments.

## **RESPONSIBILITIES :**

- Establish and maintain close relationships with targeted financial advisors;
- Collaborate with the AlphaFixe team to offer solutions tailored to advisors by understanding their needs and those of their clients;
- Use your knowledge of the market to develop proposals that highlight the firm's distinctive features;
- Participate in industry events to increase visibility;
- Identify growth opportunities and take action to realize them;
- Actively participate in business development meetings and committees to share market information;
- Acquire in-depth knowledge of AlphaFixe and competitor products;
- Contribute to specific projects as required.

## **SKILLS :**

- Bachelor's degree in commerce, finance, business administration, economics, actuarial science or related fields;
- CFA, an asset;
- Experience in business development, an asset.

## **THE IDEAL PERSON HAS THE FOLLOWING QUALITIES :**

- In-depth knowledge of the financial advisor market, competitors and investment products;
- Ability to communicate clearly and effectively, orally, in writing and in presentations;
- Result orientated and the ability to work and thrive under pressure;
- Collaborative spirit with the ability to work independently;
- Organizational skills with the ability to focus on essential tasks;
- Flexibility to react quickly to client's requests;
- Professionalism and interpersonal skills;
- A proactive drive to take initiative and a positive attitude;
- The ability to build trusting relationships through respect and authenticity;
- An advanced level of oral and written French and English.

## **ABOUT ALPHAFIXE CAPITAL :**

Founded in 2008, AlphaFixe Capital Inc. is a Quebec-based investment management firm specializing in fixed income serving institutional clients with close to \$17 billion in assets under management. AlphaFixe is 100% owned by its founders and partners and has a team of 24 people. The entrepreneurial spirit and dynamism that drive AlphaFixe's employees allow us to innovate and guide asset owners who are looking for a partner to accompany them in the vast world of institutional investment management. A signatory of the Principles for Responsible Investment (PRI) since 2009, AlphaFixe has always been committed to environmental, social and governance (ESG) issues. In fact, we were the first Canadian firm to set up a Green Bond Fund in 2017. It is also essential for AlphaFixe to promote corporate social responsibility while providing its employees with a fair, diverse and inclusive work environment. This approach allows us to

develop the full creative and innovative potential of our employees, which is the driving force behind our success. Our recruitment strategy is therefore to identify the right candidate without considering age, gender, sexual orientation, origin, disability, religious beliefs or any other factor that has no tangible impact on a candidate's ability to perform his or her job. Team spirit, camaraderie and proximity to members of management provide employees with a unique learning environment and great potential for career advancement.

If you are interested in this position, please email your resume to [info@alphafixe.com](mailto:info@alphafixe.com) by January 31<sup>st</sup>, 2025, specifying "Candidate – Director, Business Development" in subject.

All applicants will receive an acknowledgement of receipt within two business days of submitting their application and a response before February 15<sup>th</sup>, 2025, for the first round of interviews.

AlphaFixe Team

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