LifePlan Investments.

LifePlan Investments is a financial planning organization focused on helping Canadians achieve their lifetime financial goals and dreams with the help of advanced technology and trusted financial professionals.

Our Services include:

Life Insurance, Health Insurance, Disability Insurance, Wealth Management, Group Insurance, Tax & Estate Planning, Retirement and Financial Planning, Pension Plans, Employee Benefits, Executive Compensation Planning, Business Owners Succession Planning, Investments in RRSP, TFSA, RESP, RDSP, Mutual Funds, Segregated Funds, Guaranteed Investments, ETFs

Are you an exceptional coach who wants to impact other peoples' lives?

Are you driven with excellent interpersonal skills and seeking to advance your career to the next level in a growing financial planning organization? If you feel stuck in your job and want to make an impact – this role is a great opportunity to prove yourself and to build a career in financial industry.

LifePlan Investments is an energetic, diverse organization where producers are as smart, driven and team-oriented as you! Our unique value for our team is providing professional coaching and mentoring along with leadership career development opportunities. You will have the opportunity to work in a friendly and family-oriented environment.

At LifePlan Investments we strive to provide a top-tier experience in a non-traditional, team-based environment that is both intellectually stimulating and fun.

Business Development Manager

Your role is to recruit, select and develop new and experienced financial consultants/advisors and to be a part of the company's overall growth. You will be assisting them in growing their business by coaching, mentoring, training, conducting client meetings and providing exceptional support. As a Business Development Manager, you will actively enhance your team's productivity through skills development and coaching.

This is a **salary + bonus** compensation-based position.

Responsibilities

- Recruit, select and onboarding new and experienced advisors
- Manage a team of sales representatives and monitor their performance
- Train and develop the field sales team in areas of insurance, investment and compliance
- Participate in weekly sales meetings to provide coaching, training and motivation
- Work with external sales and training managers to implement sales strategies and ensure training procedures are followed
- Perform regular joint sales calls and work closely with strategic accounts
- Consistently meet all growth and profitability goals for sales team
- Actively participate in community support and philanthropic initiatives.

REQUIREMENTS

- 3+ years of sales management experience with proven results
- Strong leadership, networking and training skills are **a must**
- Goal oriented with excellent work ethic
- Ability to motivate, inspire and lead a professional sales team
- Solid problem-solving, analytical and organizational skills
- Excellent interpersonal and communication skills, both written and verbal, at all levels across the organization.
- Experience working as a financial advisor/consultant
- Excellent presentation and concept delivering skills
- Solid knowledge of product, industry trends knowledge,compliance rules and regulations
- Strong knowledge of WealthServ, CRM tools and carriers software
- LLQP Licence is a must, CFP, CLU, CHS or other financial designations would be considered an asset

To apply:

Send us an e-mail together with your resume and cover letter to:

careers@lifeplaninvestments.caWe would like to thank all applicants for their interest in this position. Only selected prospects will be contacted for interview.