



**Investors Group Securities Inc.**  
**Firm in financial planning**

## *Securities Specialist Hamilton, Ontario Area*

---

We're Investors Group – a Canadian leader in providing personal financial planning services, and dedicated to building lasting client relationships. This is your opportunity to build a career with a leading organization where you can learn, grow and thrive both professionally and personally.

**Our vision is to be the best financial services company serving the long term needs of individual Canadians.**

### **At Investors Group:**

- We relate to our diverse clients through **Comprehensive Planning**.
- In all of our endeavours we are **Diligent In Our Efforts**.
- We respect each other and the communities we serve by being **People Who Care**.

If you share our vision and values, we'd like to hear from you.

Investors Group Securities Inc. (IGSI) is an investment dealer, registered throughout Canada, offering Self-Directed Plans and Cash Accounts. IGSI accommodates and administers the diverse brokerage product and service needs of clients referred by IG Consultants and provides securities advisory services through local Securities Specialists.

We are currently looking for a Securities Specialist to join our team in Hamilton, Ontario area. The Securities Specialist supports the IG Consultant in the management of client relationships by providing securities advisory services for high net worth clients and prospects whom are candidates for IGSI. The Securities Specialist promotes, communicates and assists in the training of IG consultants on IGSI products and services.

### **Responsibilities include:**

- Provide portfolio analysis and client account review services, individual securities research and trade advisory services for high asset clients and prospects.
- Meet IG Consultants and their referred high net worth clients/prospects.
- Assist Consultants to remain in compliance with the regulatory environment by providing securities trade advice and services.
- Ensure client suitability criteria are met and IGSI internal trade policies are adhered to.
- Conducts Regional Office training, pro-shops, seminars or communication sessions as warranted or in conjunction with Head Office and other offerings.
- Regular travel within assigned territory.

### **Qualifications:**

- Valid Securities License with Securities Commission(s) – Registered Representative/Investment Advisor category and a minimum of two years holding of a Registered Representative license.
  - Minimum of 7 years in the securities industry in progressive role providing client portfolio analysis, account management and trade advice.
  - Current cycle good standing in Continuing Education (CE) credits and strong *independent* and *interdependent* approach to performing the complex duties of the position.
  - Strong Microsoft PC software skills, Bloomberg system knowledge and experience is an asset.
  - Excellent interpersonal skills and team services ethic and excellent presentation and communication skills, both written and oral.
  - University Degree, Canadian Investment Manager (CIM), Certified Financial Planner (CFP), Certified Financial Analyst (CFA), Fellow of the Canadian Securities Institute (FCSI), or other securities industry credentials an asset.
-

To apply for this position, send a cover letter and resume, indicating the position title, to:  
[humanresourceeastcanada@investorsgroup.com](mailto:humanresourceeastcanada@investorsgroup.com). **Deadline for applications is February 27, 2012.**

---

*We thank all applicants, however, only those under consideration will be contacted.*

---