

GF Securities is the fourth largest brokerage firm in China, with an excellent reputation within Asia as forward thinking and desirable firm to work for. GF Securities has just opened a brokerage subsidiary in Canada, GF Securities Canada Company Limited. With our recent approval to operate in Canada, we are looking to serve both affluent and high net worth investors, on both a discretionary and non-discretionary basis. With our new office in Richmond BC we are looking for investment advisors first in the greater Vancouver area and eventually across Canada as we expand our business.

Position

The GF Securities Canada is currently hiring both new and seasoned Investment Advisors to build long-term relationships with affluent and high net worth clients in Richmond and the lower mainland of Vancouver.

As a new Investment Advisor within GF Securities Canada, you will have an opportunity to help the local executive management team shape our wealth management offering in Canada. Not only will you be with a new and exciting firm with a connection to our Parent in China, referrals will be made to our advisors from our parent company. This is an ideal opportunity to work with a firm that is locally managed with international connections and influence.

This role is ideal for a sales professional who has a strong drive to succeed and who is comfortable in a commissioned sales role. If you have a strong entrepreneurial spirit with the networking skills to build long-term, advisory relationships, we would like to hear from you.

What we're looking for:

- You are sales-oriented, self-motivated/managed, disciplined and responsible with a strong work ethic.
- You have well-developed listening skills and an ability to interpret client needs.
- You have a talent for networking and enjoy seeking out new clients through referrals from professional advisors, working with community associations and asking for referrals from previously satisfied clients.
- You can foster relationships with other GF Securities partners (banking, insurance, capital markets) to bring the best of GF Securities to your clients.
- You are self-assured, outgoing and have a strong determination to succeed.

For individuals who want to build a career in wealth management, GF Securities offers:

- A dedicated management team in Canada that is focused on helping you grow and manage your business.
- Support from our strong parent company in China with a desire to become a large institution in the Canadian brokerage industry.
- Solid back office solutions and top research provided by GF Securities Canada's, carrying broker, who is locally based on the west coast.

Knowledge and Experience

- Must have entrepreneurial spirit to build a book of clients through networking, cold calling, prospecting, referrals, seminars, etc.
- Strong communication and presentation skills in both **English and Mandarin**
- Must be results-focused
- Preferred: Existing Licensed Investment advisor
- Mandatory: Canadian Securities Course and Conduct & Practices Handbook
- Relevant post-secondary degree or diploma required (i.e. BBA, Bcomm etc)

- Preferred: Proven success in sales and business development, regardless of industry/discipline
- Preferred: Completion of PFP, CIM

Please email resume and covering letter to suyiwang@gfsecurities.ca.