

# Consultant Group Pensions and Retirement

*We are in the people business. Dedicated to helping Canadian companies and their valued employees.*

At People Corporation we make a difference in the lives of more than 1 million Canadian employees and their families, by providing employee benefits, wellness solutions, group retirement, group pension, and HR services.

Quite simply, we provide customized solutions to fit the unique needs of companies operating in different industries, employing people across multiple generations and with a broad range of different demands.

As a publicly traded company with over 600 employees and \$8B in client retirement AUA - we are one of the fastest growing companies in Canada and are dedicated to helping you succeed.



## *A New Opportunity!*

We have an exciting opportunity for an energetic and results focused person who will be responsible for contributing to business growth, profitability and stability of an assigned block of business.

The Consultant, Group Pensions and Retirement role is responsible for developing strong business relationships through proactive account management and regular client contact - while ensuring the most positive and lasting impression of People Corporation. With a teamwork approach, we will provide you with the tools and resources required to achieve your career goals and objectives.

## Key Responsibilities

- Maintain relationships and deliver consulting services to an assigned block of "key accounts".
- Effectively work with clients, brokers and the supplier community throughout the group retirement market in Canada.
- Identify new target markets, optimize results through existing channels and present solutions according to the potential clients unique business needs.
- Execute the business strategy and monitor the competitive landscape for trends, pricing, products, etc.

## Core Qualifications

- Minimum of 10 years' experience in the pension industry with proven ability to build strong business relationships.
- Exceptional business and financial acumen.
- Excellent interpersonal, oral and written communication skills.
- University degree in business administration, actuarial science and/or CFA, CIM, or related discipline/designation.
- Willingness to travel as needed.

## Position Details

*Located in Toronto/GTA  
ON, Canada*

### HOW TO APPLY -

Interested applicants please forward your resume to [careers@peoplecorporation.com](mailto:careers@peoplecorporation.com). We thank each applicant for their interest and only those selected to move forward in our recruitment process will be contacted.

### FOR ADDITIONAL INQUIRIES

Persons with disabilities who require accommodation in the application process or those needing an alternate format may email a request to [careers@peoplecorporation.com](mailto:careers@peoplecorporation.com) or visit [www.peoplecorporation.com](http://www.peoplecorporation.com)