



Experience the Benefits of People

## Group Retirement Solutions Consultant WINNIPEG, MANITOBA

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 one million Canadian employees and their families, by providing employee group benefits, wellness solutions, group retirement and pension solutions, and HR services.

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 demands.

As a publicly traded company with over 700 employees, we are one of the fastest growing companies in Canada and are dedicated to helping you succeed.

### 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 [peoplecorporation.com](http://peoplecorporation.com).

We have an exciting opportunity, reporting to the Senior Vice President, Group Retirement Solutions, for an energetic and results focused person who will be responsible for contributing to business growth, profitability and stability of the GRS block of business.

The Group Retirement Solutions Consultant is responsible to generate, identify and cultivate new business opportunities, build a sales pipeline, and develop lasting client relationships, all while ensuring a positive impression of People Corporation.

With our teamwork approach, we will provide you with the tools and resources required to achieve your career goals and objectives.

### KEY RESPONSIBILITIES

- 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.
- Effectively work with clients, brokers and the supplier community throughout the group retirement market in Canada
- Develop relationships with brokers, actuarial consultants and supplier partners throughout the group retirement market in Canada
- Maintain relationships and deliver consulting services to an assigned block of key accounts

### 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.
- RPA or CFP designations would be an asset
- Demonstrated track record of achieving & exceeding objectives
- Willingness to travel as needed