

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 leader, who has in depth knowledge of the Canadian group retirement and pension market. Based in Toronto/GTA, the National Vice President, Group Retirement Enterprise Solutions role is responsible for leading and expanding the Group Retirement Enterprise Solutions Division through the identification of new target markets and optimizing results through our existing channels.

In addition, the successful person will provide leadership to a team of professionals and support corporate initiatives to grow the People Corporation brand within the group retirement industry. With a teamwork approach, we will provide you with the tools and resources required to achieve your career goals and objectives.

Key Responsibilities

- Lead, manage and expand the Group Retirement Enterprise Solutions Division.
- Develop and execute a client strategy - designed to achieve new business, retain clients and reach profitability targets.
- Develop, build, promote and take to market new products and services - that build upon our existing suite of services.
- Maintain relationships and deliver consulting services to an assigned block of "key accounts".
- Build strong business relationships and effectively work with clients, brokers and the supplier community.

Core Qualifications

- Minimum of 15 years' experience in the pension industry including DB, DC and executive compensation solutions.
- Excellent business development, leadership and sales skills with the ability to focus on achieving long-term results.
- 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.

Position Details

Located in Toronto/GTA
ON, Canada

HOW TO APPLY -

Interested applicants please forward your resume to 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 or visit www.peoplecorporation.com