



JOB DESCRIPTION Business Development – Financial Wholesaler

Company: Bullion Management Group Inc.

Region: Territory of British Columbia, Quebec, Ontario

Corporate Overview: Toronto-based Bullion Management Group Inc. (BMG) is a fast-growing precious metals bullion management company with three distinctive products. BMG manages BMG BullionFund, the world's first open-end mutual fund trust with a fixed investment policy of purchasing equal dollar amounts of gold, silver and platinum bullion, and BMG Gold BullionFund, which purchases gold bullion. Launched in 2008, the BMG BullionBars™ program provides a secure, cost-effective and convenient way for investors to easily buy and store certified, investment-grade Good Delivery gold, silver and platinum bullion. It also offers Monster Boxes of five hundred 1-ounce silver Maple Leaf coins, and 1-ounce gold Maple Leaf coins in tubes of ten or boxes of fifty.

Responsibilities: Proactively markets BMG Funds and bullion products to financial advisors and financial planners throughout the broker-dealer community.

Identifies new sales opportunities and answers questions about BMG products and services.

Through sales activities, cultivates and maintains critical relationships with BMG clients and prospective clients within the financial advisor, retail broker and financial planner communities.

Educates advisors on the role of precious metals as a part of overall investment strategy, and assists in growing their business and client base.

Provides knowledge on how to safely access and navigate the precious metals market.

Maintains superior sales service by contacting advisors with updates pertaining to the relevant market developments and trends, as well as the BMG mutual funds, precious metals products and services.

Understands the competitive landscape of precious metals investment products.

Requirements:

- University degree (or equivalent work experience)
- The Canadian Securities Course would be an asset
- Must qualify for EMD
- Completion of, or enrolment in, a financial services industry program would be an asset
- At least 5 years' experience in an advisor role in a financial services or professional services firm, or equivalent experience

- Knowledge of precious metals, and an understanding of geopolitical economics, wealth management concepts, financial analysis and financial strategies would be an asset
- Excellent listening and communication skills, with the ability to simplify complicated concepts
- Ability to work autonomously with little supervision, as well as on a team
- Ability to develop fund and precious metals solutions for advisors to address market conditions and client needs
- Demonstrated passion for following and understanding the precious metals markets
- Ability to build credibility and rapport with financial professionals
- Energy, focus and drive to achieve results; extremely strong sales aptitude; desire to drive and move market share (the successful applicant will be directly responsible for the success of his or her own territory)
- Ability to organize, prioritize and execute sales plans
- Polished and professional personal presentation
- Personal attributes: Team player, excellent interpersonal skills, excellent written and oral communication, good judgment, well organized, client focused, accuracy, integrity, flexibility
- Bilingual with advanced oral and written ability to communicate in French, or Cantonese, or Mandarin would be an asset

Application Process: Please forward your cover letter and resume to the attention of:
Yvonne Blaszczyk, Vice President – Human Resources
hr@bmgbullion.com

At time of application, please indicate your level of knowledge in the precious metals market.