

Phone :  
Web :

**Job Summary**

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Vacancy :  
Deadline : Sep 18, 2024  
Published : Aug 18, 2024  
Employment Status : Remote  
Experience : Any  
Salary :  
Gender : Any  
Career Level : Any  
Qualification :

## Job Description

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*Your career is an investment that grows over time!*

Wealthsimple is on a mission to help everyone achieve financial freedom by reimagining what it means to manage your money. Using smart technology, we take financial services that are often confusing, opaque and expensive and make them transparent and low-cost for everyone. We're the largest fintech company in Canada, with over 3 million users who trust us with more than \$40 billion in assets.

Our teams ship often and make an impact with groundbreaking ideas. We're looking for talented people who keep it simple and value collaboration and humility as we continue to create inclusive and high-performing teams where people can be inspired to do their best work.

We're building the world's most human financial company, using technology to scale the value we provide to our clients, and people to add value where only humans can. Business development at Wealthsimple is about serving our clients and helping a generation of Canadians reach their financial goals.

Although many financial services companies are focused on growth, we have seen industry leading results when the Commercial team has worked closely with Growth marketing. Specifically the Business Development team will drive [\\$3.5B](#) in net deposits in 2024 and plan to double to \$7B in net deposit growth in 2025.

Today the financial services industry is an oligopoly dominated by five big banks. They charge high fees, and provide poor service to clients with less than \$3M in net worth. Additionally over \$2T in assets are in the Wealth Management sector and a large portion of these assets are investing with high fees and poor returns. We believe that it is time for something different for Canadians.

### **In this role, you will have the opportunity to:**

- Follow-up with high-quality leads from the Growth Marketing team
- Build growth opportunities for the business through outreach emails, calls, and qualification
- Be the first touchpoint that articulates the Wealthsimple value proposition to potential prospects
- Work closely with Product and Marketing teams on "playtests" that require client interaction
- Work closely with Sales and Marketing on creative projects that help drive revenue growth
- Achieve monthly quotas and daily KPI's of outbound touches across email, calls, text
- Nurture and educate prospective clients through the sales cycle until they are qualified

### **Skills and experience we're looking for:**

- Resourcefulness – you should have demonstrated track record of persevering in the face of adversity
- Adaptability – in a startup, priorities and direction can evolve quickly. You should have a positive can-do attitude and be adaptable to evolving business goals
- Goal-oriented – you should have experience (and be excited about!) working hard towards a goal
- Strong communication – you should be comfortable writing persuasively and communicating at all levels
- Self-starter – when you see a need, you address it
- Natural Curiosity - you should be eager to understand our client's needs and uncover the root of their problem
- 1-3 years experience in a sales or client-facing role
- Resiliency - bounce back from rejection and objection and keep trying
- Bonus: Completed IFIC or CSC

### **Why Wealthsimple?**

- ☑ Competitive salary with top-tier health benefits and life insurance
- ☑ Retirement savings matching plan using Wealthsimple Work
- ☑ 20 vacation days per year and unlimited sick and mental health days
- ☑ Up to \$1,500 per year towards wellness and professional development budgets respectively
- ☑ 90 days away program: Employees can work internationally in eligible countries for up to 90 days per calendar year
- ☑ A wide variety of peer and company-led Employee Resource Groups (ie. Rainbow, Women of Wealthsimple, Black @ WS)
- ☑ Company-wide wellness days off scheduled throughout the year

We're a remote-first team, with over 1,000 employees coast to coast in North America. Be a part of our Canadian success story and help shape the financial future of millions – join us!

Read our [Culture Manual](#) and learn more about [how we work](#).

### **DEI Statement**

At Wealthsimple, we are building products for a diverse world and we need a diverse team to do that successfully. We strongly encourage applications from everyone regardless of race, religion, colour, national origin, gender, sexual orientation, age, marital status, or disability status.

### **Accessibility Statement**

Wealthsimple provides an accessible candidate experience. If you need any accommodations or adjustments throughout the interview process and beyond, please let us know, and we will work with you to provide the necessary support and make reasonable accommodations to facilitate your participation. We are continuously working to improve our accessibility practices and welcome any feedback or suggestions on how we can better accommodate candidates with accessibility needs.

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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