



**Career Opportunity  
SALES ASSOCIATE (TORONTO)**

We have an opportunity for a **Sales Associate** to join our team and support the exponential growth of the business. Reporting to the Vice President, National Sales Manager, you will work directly with the Regional Sales Managers and Regional Vice Presidents to identify, build, develop and strengthen advisor relationships with investment advisors and family offices across Canada, to achieve significant net sales results. You will support the Capital Raising Team to proactively prospect the territory and maintain existing advisor relationships.

**Qualifications and experience:**

- College or university degree in a related field.
- At least 1 year of sales/marketing/call centre experience in the financial services industry is an asset.
- Completion of Canadian Securities course and enrollment in, or completion of CIM, CFA, CFP and MBA are considered assets.
- Bilingualism in French/English or Mandarin/English is a strong asset.

**Additional requirements include:**

- Superior interpersonal, influencing and relationship management skills.
- Ability to work independently and as a member of a team.
- Excellent written and verbal communication skills.
- Excellent time management and the ability to multi-task and prioritize a diverse workload.
- Ethical and credible, with a high degree of personal and professional integrity.
- Ability to manage challenging workloads in an entrepreneurial environment and deliver results.
- Computer skills; proficiency in Microsoft Office and experience administering and working with Salesforce.

Trez Capital is a recognized leader in North America's private real estate lending industry. We provide property developers and owners with quick approvals on flexible short to mid- term

financing. We also offer private and institutional investors strategies to invest in a variety of opportunistic, fully secured, high-yield mortgage investment funds and investment assets.

With a reputation for providing innovative financing for commercial properties in major centres throughout Canada and the United States, we have earned the trust of investors, including some of Canada's largest pension funds, by applying rigorous institutional grade underwriting to generate attractive yields and stable sources of income. We manage a mortgage and investment portfolio of more than \$4.0 billion.

This is a fantastic opportunity with a leader in the real estate finance industry, positioned for continued rapid growth. We offer a base salary and attractive bonus program and we are committed to your ongoing professional growth and development.

We thank all applicants for their interest; however, we will only be contacting selected candidates for follow-up.