



## **Job Vacancy – Chief Executive Officer + Ultimate Designated Person**

**Located in Victoria, BC**

**Permanent | Full-Time | In Person**

**\$240,000-\$275,000 per year, plus potential for profit sharing and equity options**

### **Who we are**

Located on beautiful Vancouver Island, Alitis Investment Counsel is an employee-owned wealth management firm offering discretionary investment management, financial planning, asset management, and insurance services through Alitis Wealth Planning. Established in 2009, Alitis emerged in response to the demand for a less volatile and more consistent investment experience with improved risk-adjusted returns and protection against severe market fluctuations. Inspired by the investment strategies of the world's leading pension plans and endowments, Alitis has redefined investment management for their clients by incorporating alternative investments, including private real estate, private equity, and private mortgages, along with traditional publicly traded stocks and bonds. This dynamic approach aims to deliver consistent returns through all market cycles and thereby safeguard our clients' wealth. Our positive client experience through the pandemic of 2020 and our 99% client retention rate attest to the success of our approach.

The firm proudly manages over \$500 million in assets, has over 20 team members, and has offices in Victoria, Campbell River, and Comox.

### **The opportunity**

Alitis Investment Counsel is entering its next growth phase and is looking for a seasoned, talented, and strategic Chief Executive Officer to lead the company to \$1 billion in assets and beyond. Reporting to the Board of Directors, the CEO will work to identify, review, and action the firm's top priorities and strategic direction, drawing on their extensive experience scaling businesses, preferably in the financial services industry.

The ideal candidate will be someone who has a track record of strategically growing in new markets and guiding a team through growth across multiple geographic locations. This role will require a high degree of integrity and a decisive but flexible nature. As a regulated industry, the firm's reputation is of the utmost importance, and the new CEO will help Alitis maintain the highest standards possible, both for our clients and for our team. This role will be responsible for establishing a strategic vision for the firm, executing that vision, as well as overseeing the overall financial performance of the firm.

This role will be key to helping Alitis grow as a company and become a better investment and wealth management partner for our clients. The ideal candidate will understand Alitis' unique value proposition and be eager to share that clearly with various stakeholder groups. The CEO will be able to confidently connect with the board, the Alitis team, and external stakeholders.

This role will also serve as the firm's Ultimate Designated Person (UDP), the person ultimately responsible for all regulatory compliance as established by BC Securities and federal regulators and maintaining a culture of compliance within the firm.

### **A day in the life...**

#### **Chief Executive Officer (CEO)**

- Develop, refine, and act on the firm's strategic vision, specifically related to growth, capital, and positioning, as approved by the Board of Directors

- Identify, drive and execute external negotiations and growth initiatives to expand Alitis' service offerings
- Oversee and direct Alitis' Investment Management Team and ensure Alitis' product offering is compelling, attractive and aligns with client objectives
- Lead and directly manage the executive leadership team in Victoria, Campbell River and Comox, including regular 1:1 in-person meetings
- Craft an inclusive, positive culture and gain buy-in and alignment with the Alitis team around vision and key decisions
- Foster trust and confidence, both internally, externally, and with the Board of Directors
- Build and maintain positive relationships with stakeholders, including BCSC, PMAC, and other industry organizations
- Maintain active oversight on all firm initiatives, projects and ongoing issues, both internal and external
- Promote and represent the Alitis brand at trade shows, conferences, and COI meetings with advisors
- Sit on the Investment Oversight Committee to monitor all investment strategies and Pooled Funds, ensuring adherence to each fund's IPS and to monitor significant transactions
- Uphold Alitis' core values of integrity, people and growth

### **Ultimate Designated Person (UDP)**

As per NI31-103: 5.1, the UDP of a registered firm will:

- Work closely with the firm's Chief Compliance Officer (CCO) and maintain a culture of compliance at the firm, ensuring all licensed Advisors and support staff are adequately trained and supervised in their day-to-day activities
- Supervise the activities of the firm that are directed towards ensuring compliance with securities legislation, FINTRAC and the Privacy Act by the firm and each individual acting on the firm's behalf
- Receive and act upon reports from the CCO in conjunction with the Board of Directors

### **What you bring**

- 10+ years' experience in the Financial Services industry, preferably in executive leadership roles
- 3+ years' experience working in a C-suite capacity
- Securities or investment knowledge or related business experience will be an asset
- Completion of the Partners, Directors and Senior Officers course will be an asset
- Proven track record of growing businesses and as a strategic thinker who can action strategic initiatives
- Natural ability to identify new business opportunities, share the firm's value proposition effectively, and establish new quality relationships
- Prior experience successfully managing teams in different locations, including remotely
- Effective and efficient management skills
- Flexible approach to adjust to market challenges, new risks and new opportunities
- Outstanding verbal and written communication skills with an ability to clearly convey complex information to appropriate stakeholders

**Compensation**

\$240,000-\$275,000 per year

Total compensation consists of a base salary, profit sharing, equity options, flexible schedule and work environment, and a comprehensive group benefits program, including an employer-funded group RRSP. A moving allowance is available at the discretion of the board.

**How to apply**

Sound like a fit? Send your resume with your name + **CEO - Alitis Investment Counsel** in the subject line to [careers@reimaginework.ca](mailto:careers@reimaginework.ca).

Alitis is an equal-opportunity employer committed to creating a diverse work environment. All applicants will receive consideration for employment.

We thank all candidates for their applications; however, only shortlisted candidates will be contacted.