

Job Title: Dealing Representative**Description:**

Are you passionate about capital market? Do you enjoy exploring investment options and understanding high-level financial solutions? If yes, we are looking for Dealing Representatives to join our team. As a Dealing Representative, you will play a critical role in introducing clients a range of investment products. You will communicate with clients to understand their needs and help them achieve their financial goals.

Key Responsibilities:

- Responsible for conducting KYC (Know Your Client) checks on prospective clients
- Introduce suitable investment products to clients, address customer questions, and concerns while maintaining confidentiality and accuracy
- Act as a point of contact for frontline staff in handling customer problems
- Work closely with existing and prospective customers to review investment products, recommend suitable products based on their financial goals
- Stay knowledgeable about emerging issues, evolving regulations, and industry codes of conduct
- Participate in KYP (Know Your Product) seminars and be knowledgeable about all investment products on our product shelf in a reasonable period of time and present them accurately to clients
- Strive to achieve and improve service level agreements and productivity targets
- Ensure documents are prepared consistently with relevant regulations and in a way that properly reflects business intentions
- Participate fully as a team member, build a positive and diverse work environment, assist and mentor others in the completion of work activities, and address communication issues efficiently

Requirements:

- Proficiency in Mandarin or Cantonese
- Post-secondary school diploma with over 1 year of relevant experience
- Completion/in-progress of CSC Course and/or EMP would be a plus
- Excellent customer service and strong relationship building abilities
- Entrepreneurial and collaborative spirit
- A self-initiator with strong organizational, planning, and time management skills

If you are passionate about investments and want to be part of a fast-growing company, please send submit your resume to info@enochwm.ca.