



JOB DESCRIPTION Business Development Representative – Precious Metals

Who We Are:

The Bullion Management Group Inc. (BMG) is an international leader in providing secure, cost-effective and transparent ways to purchase and store physical gold, silver and platinum bullion for real wealth preservation and true portfolio diversification

Our Culture:

BMG's 15-year history of ethical management and compliance is achieved in partnership with the industry's most trusted business entities including, among others, our custodian, The Bank of Nova Scotia, RBC and our auditors, BDO Canada LLP. BMG is also regulated by the Ontario Securities Commission (OSC) which monitors compliance with the requirements of the *Securities Act (Ontario)*, as well as with any related rules and policies of the OSC.

BMG was the first precious metals bullion management company in Canada to become an Associate Member of the London Bullion Market Association (LBMA). This validation and endorsement is only bestowed upon firms that meet the LBMA's rigorous industry standards on refining, reliable trading and Good Delivery practices.

Socially Responsible Investing:

BMG pursues the highest global standards for bullion purchase, storage, integrity, transparency and security for our clients. Investors in BMG Funds and BMG BullionBars™ program can be confident that bullion purchased and stored on their behalf is obtained from ethical and legal sources. BMG is an associate member of the Responsible Investment Association (RIA).

LBMA's Responsible Gold Program:

All refiners producing Good Delivery gold bars comply with the LBMA Responsible Gold Guidance. The Guidance aims at combating systematic or widespread abuses of human rights and avoiding contribution to conflict, while requiring refiners to comply with high standards of anti-money laundering and combating terrorist financing activities.

Products:

BMG BullionBars:

Gold, Silver and Platinum Bars
1oz Gold Maple Leaf Coins
1oz Silver Maple Leaf Coins
1oz Platinum Maple Leaf Coins

BMG BullionBars Program Hallmarks

Good Delivery Bars
Allocated and Insured Storage
Privacy
Security
Simplicity
Transparency
Liquidity
Titled Ownership

Locations:

Canada

Head office: Toronto, Ontario
Vancouver, British Columbia

International

London, UK
Ciudad de Panamá, Panamá

Responsibilities:

Proactively markets and sells BMG bullion products to clients, financial institutions, wealth managers and financial 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.

Educates clients on the role of precious metals as a part of overall investment strategy

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

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

Understands the competitive landscape of precious metals investment products.

Competencies /Requirements:

- University degree (or equivalent work experience)
- The Canadian Securities Course would be an asset
- Must qualify for Exempt Market Dealer (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, Cantonese or Mandarin would be an asset

BMG is an Equal Opportunity Employer

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.