



**Job Title** Associate, Business Development

**Hiring Manager** Vice President, Operations

**Organization Overview** Founded in 2000, Veritas is Canada's largest independent equity research firm. We cover the TSX 60 and companies we think pose a risk to the investing community. Our unique forensic accounting-based research approach has proven that a careful understanding of financial information provides the key to a secure investment decision.

Our clients are some of the most respected institutions in both Canada and the US, such as regulators, pension funds, and asset managers. Many of our clients have been with us since our inception and we remain committed to meeting their ongoing needs. Veritas is also Canada's first and only equity research firm to be certified as a CPA training organization by the Institute of Chartered Accountants of Ontario.

We have five guiding principles:

1. Put our clients first
2. Hire, train and develop the best people
3. Always be unbiased in our views - outcomes are seldom by chance
4. Turn facts into ideas and actions
5. Lead with forensic accounting-based principles

Our mission is to be the trusted source of independent research that helps investors make better investment decisions.

**Job Type** Full-time

**Travel %** 30%

**Job Description** As an Associate of Business Development, you will connect our ideas and analysis with client needs so that they are able to improve their investment decision making. Developing and strengthening existing relationships is a fundamental part of this process. You will also be responsible for prospecting new clients, in order to build our revenue and grow our business. You will work closely with senior leaders from the investment industry and liaise with our own analysts to enhance our research product and provide high quality client deliverables.

**Common Tasks include:**

- Regular calls and emails to both clients and prospects, ensuring key research and ideas are delivered in a timely manner
- Reading and understanding our research, and summarizing key takeaways
- Supporting the sales team in the general administrative duties of managing accounts
- Assisting our analysts in marketing their reports and setting up meetings on their behalf
- Staying on top of client updates and payments, and communicating that information to our team



- Job Requirements**
- Ability to effectively communicate complex issues in written and verbal form
  - Works well independently and within a team
  - Self-motivation to exceed established goals
  - Passion for investing
  - Ability to work with senior leaders in the investment industry
  - Ability to build relationships with existing and new clients
  - Attention to detail when developing marketing and prospecting strategies
  - University Degree

Assets:

- Business development experience in financial services
- Accounting or financial designations.
- Strong finance and accounting knowledge

Please note that Veritas is Canada's first and only equity research firm to be certified as a CPA training organization by the Institute of Chartered Accountants of Ontario. You can complete your CPA while working at Veritas.

**Contact Information**

Veritas Investment Research Corporation  
100 Wellington Street West  
TD West Tower, Suite 3110, PO Box 80  
Toronto, Ontario  
M5K 1E7

Phone: (416) 866-8783

**Required:** Please include a written mock email sales pitch to an institutional investor client. The pitch would be about a new report, recommendation or accounting issue from one of Veritas's analysts. The positive outcome of the pitch would be for the analyst to meet with the client for a more in-depth discussion.

Please send resume to [veritas@veritascorp.com](mailto:veritas@veritascorp.com)