

Vice President Group Retirement Plans - BMO Global Asset Management

[Apply Now](#)

Company: Bank of Montreal

Location: Toronto

Category: other-general

Vice President Group Retirement Plans - BMO Global Asset Management page is loaded

Management Apply locations Toronto, ON, CAN time type Full time posted on Posted

Yesterday job requisition id R240005654 Application Deadline:

03/24/2024 Address:

100 King Street West Job Family Group:

Customer Solutions Job Description:

Drives sales results for designated products being sold through internal BMO channels by improving BMO employees' product knowledge expertise and customer needs conversations in order to provide solutions in the best interests of customers. Provides training and coaching to optimize sales and channel performance. Supports a variety of national and regional programs to drive overall business growth. Gathers and shares insights about the product, processes, and client experience to continuously improve the market offer.

Understands and works towards the business plan for the designated products.

Identifies gaps and opportunities in the business plan and recommends solutions to achieve results.

Assists in managing the customer escalation process related to new features, benefits and price.

Acts as a trusted advisor to assigned business/group.

Influences and negotiates to achieve business objectives.

Recommends and implements solutions based on analysis of issues and implications for the

business.

Assists in the development of strategic plans.

Provides input into the development of training support programs and tools for the entire sales force.

Obtains feedback on customer needs and expectations and proactively shares with product managers for enhancing product features and creating new products.

Identifies emerging issues and trends to inform decision-making.

Develops solutions and makes recommendations based on an understanding of the business strategy and stakeholder needs.

Provides advice and guidance to assigned business/group on implementation of solutions.

Helps determine business priorities and best sequence for execution of business/group strategy.

Conducts independent analysis and assessment to resolve strategic issues.

Supports the execution of strategic initiatives in collaboration with internal and external stakeholders.

Tracks and monitors the impact of product features, benefits, price on customer behaviour and uses this knowledge to assess and recommend new product and pricing strategies.

Designs and produces regular and ad-hoc reports, and dashboards.

Breaks down strategic problems, and analyses data and information to provide insights and recommendations.

Builds change management plans of varying scope and type; leads or participates in a variety of change management activities including readiness assessments, planning, stakeholder management, execution, evaluation and sustainment of initiatives.

Leads or participates in defining the communication plan designed to positively influence or change behaviour; develops tailored messaging; and identifies appropriate distribution channels.

Provides input into the planning and implementation of operational programs.

Organizes and manages regular sales meetings/conferences to enhance the effectiveness and efficiency of the sales force.

Provide sales training and coaching to maximize sales channel effectiveness.

Identifies business needs, designs/develops tools and training programs; may include delivery of training to audiences.

Supports the development of training materials and presentations to enhance employee effectiveness.

Leads/participates in the design, implementation and management of core business/group processes.

Supports and enhances the delivery of the desired client experience through sales channels.

Supports regional and national sales & marketing programs to drive overall sales effectiveness.

Collaborates effectively with internal stakeholders to build capability and drive business growth.

Focus is primarily on business/group within BMO; may have broader, enterprise-wide focus.

Provides specialized consulting, analytical and technical support.

Exercises judgment to identify, diagnose, and solve problems within given rules.

Works independently and regularly handles non-routine situations.

Broader work or accountabilities may be assigned as needed.

Qualifications:

Typically between 5 - 7 years of relevant experience and post-secondary degree in related field of study or an equivalent combination of education and experience.

In-depth product knowledge.

Training experience preferred.

Deep knowledge and technical proficiency gained through extensive education and business experience.

Verbal & written communication skills - In-depth.

Collaboration & team skills - In-depth.

Analytical and problem solving skills - In-depth.

Influence skills - In-depth.

Data driven decision making - In-depth.

Compensation and Benefits:

\$68,000.00 - \$126,000.00 Pay Type:

Salaried The above represents BMO Financial Group's pay range and type.

Salaries will vary based on factors such as location, skills, experience, education, and qualifications for the role, and may include a commission structure. Salaries for part-time roles will be pro-rated based on number of hours regularly worked. For commission roles, the salary listed above represents BMO Financial Group's expected target for the first year in this position.

BMO Financial Group's total compensation package will vary based on the pay type of the

position and may include performance-based incentives, discretionary bonuses, as well as other perks and rewards. BMO also offers health insurance, tuition reimbursement, accident and life insurance, and retirement savings plans. To view more details of our benefits, please visit: <https://jobs.bmo.com/global/en/Total-Rewards>

We're here to help

At BMO we are driven by a shared Purpose: **Boldly Grow the Good** in business and life. It calls on us to create lasting, positive change for our customers, our communities and our people. By working together, innovating and pushing boundaries, we transform lives and businesses, and power economic growth around the world.

As a member of the BMO team you are valued, respected and heard, and you have more ways to grow and make an impact. We strive to help you make an impact from day one – for yourself and our customers. We'll support you with the tools and resources you need to reach new milestones, as you help our customers reach theirs. From in-depth training and coaching, to manager support and network-building opportunities, we'll help you gain valuable experience, and broaden your skillset.

To find out more visit us at <https://jobs.bmo.com/ca/en>.

BMO is committed to an inclusive, equitable and accessible workplace. By learning from each other's differences, we gain strength through our people and our perspectives.

Accommodations are available on request for candidates taking part in all aspects of the selection process. To request accommodation, please contact your recruiter.

Note to Recruiters: BMO does not accept unsolicited resumes from any source other than directly from a candidate. Any unsolicited resumes sent to BMO, directly or indirectly, will be considered BMO property. BMO will not pay a fee for any placement resulting from the receipt of an unsolicited resume. A recruiting agency must first have a valid, written and fully executed agency agreement contract for service to submit resumes. **About Us** BMO is a leading bank driven by a single purpose: to **Boldly Grow the Good** in business and life. Everywhere we do business, we're focused on building, investing and transforming how we work to drive performance and continue growing the good.

Who we are

We're proud to be fueling growth and expanding possibilities for individuals, families and businesses. More than 12 million customers count on us for personal and commercial banking, wealth management and investment services. As the 8th largest bank in North America by assets, we provide personal and commercial banking, wealth management and investment

services to more than 12 million customers. In Canada, the United States and across the globe, we'll continue to build, invest and transform to drive performance that serves the good that grows. #J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. Vice President Group Retirement Plans - BMO Global Asset Management
[Cinemajobs Jobs Toronto Cinemajobs ↗](#)
2. Vice President Group Retirement Plans - BMO Global Asset Management
[Seekingjobs Jobs Toronto Seekingjobs ↗](#)
3. Vice President Group Retirement Plans - BMO Global Asset Management
[Dairyjobs Jobs Toronto Dairyjobs ↗](#)
4. Vice President Group Retirement Plans - BMO Global Asset Management
[Psychiatristjobsnearme Jobs Toronto Psychiatristjobsnearme ↗](#)
5. Vice President Group Retirement Plans - BMO Global Asset Management
[Free-job-alerts Jobs Toronto Free-job-alerts ↗](#)
6. Vice President Group Retirement Plans - BMO Global Asset Management
[Ceojobs Jobs Toronto Ceojobs ↗](#)
7. Vice President Group Retirement Plans - BMO Global Asset Management
[Madridjobs Jobs Toronto Madridjobs ↗](#)
8. Vice President Group Retirement Plans - BMO Global Asset Management
[Taiwanjobs Jobs Toronto Taiwanjobs ↗](#)
9. Vice President Group Retirement Plans - BMO Global Asset Management
[Constructionjobs Jobs Toronto Constructionjobs ↗](#)
10. Vice President Group Retirement Plans - BMO Global Asset Management
[Baghdadjobs Jobs Toronto Baghdadjobs ↗](#)
11. Vice President Group Retirement Plans - BMO Global Asset Management
[Ukjobscareer Jobs Toronto Ukjobscareer ↗](#)
12. Vice President Group Retirement Plans - BMO Global Asset Management
[Resume-](#)

[score Jobs Toronto Resume-score ↗](#)

13. [Vice President Group Retirement Plans - BMO Global Asset Management Policejobs Jobs Toronto Policejobs ↗](#)

14. [Vice President Group Retirement Plans - BMO Global Asset Management Expertinireview Jobs Toronto Expertinireview ↗](#)

15. [Vice President Group Retirement Plans - BMO Global Asset Management Manufacturingjobsnearme Jobs Toronto Manufacturingjobsnearme ↗](#)

16. [Vice President Group Retirement Plans - BMO Global Asset Management Appdeveloperjobs Jobs Toronto Appdeveloperjobs ↗](#)

17. [Vice President Group Retirement Plans - BMO Global Asset Management Serbiajobs Jobs Toronto Serbiajobs ↗](#)

18. [Vice President Group Retirement Plans - BMO Global Asset Management Minneapolisjobs Jobs Toronto Minneapolisjobs ↗](#)

19. [Vice president group retirement plans - bmo global asset management Jobs Toronto ↗](#)

20. [AMP Version of Vice president group retirement plans - bmo global asset management ↗](#)

21. [Vice president group retirement plans - bmo global asset management Toronto Jobs ↗](#)

22. [Vice president group retirement plans - bmo global asset management Jobs Toronto ↗](#)

23. [Vice president group retirement plans - bmo global asset management Job Search ↗](#)

24. [Vice president group retirement plans - bmo global asset management Search ↗](#)

25. [Vice president group retirement plans - bmo global asset management Find Jobs ↗](#)

Source: <https://ca.expertini.com/jobs/job/vice-president-group-retirement-plans-bmo-global-toronto-bank-of-montreal-2237-48925/>

Generated on: 2024-05-05 by [Expertini.Com](#)