



## Vice President, Institutional Client Services

Reporting to the Senior Vice President, Institutional Client Services, this individual will be responsible for managing relationships with our institutional clients and developing and maintaining relationships with institutional investors and investment consultants. The position is based in Toronto.

### Key Responsibilities:

- Providing exceptional client service to our existing institutional clients, ensuring that their needs are met or exceeded through regular contact and portfolio reviews.
- Developing and maintaining deep and ongoing relationships with prospects and consultants.
- Collaborating effectively with other internal partners, including portfolio managers, client service managers, marketing, and compliance colleagues.
- Actively seeking out networking opportunities and representing Foyston at industry events, where appropriate.
- Utilizing CRM systems to record activity, manage prospects and clients, preserve progress, and aid in reporting and communication to management and peers.

### Professional Experience/Qualifications:

- 10+ years of experience in the investment industry, preferably in an institutional client relationship management, business development, or consultant relations role.
- Outstanding relationship builder; significant experience in developing and managing relationships with prospects, clients, decision makers, influencers, and consultants.
- Strong knowledge of the investment industry and ability to effectively communicate Foyston's investment strategies and market views.
- Unquestionable integrity and ethical character.
- A high level of credibility within the client and consultant community.
- Excellent verbal and written skills.
- A CFA designation or MBA/Master's degree will be considered an asset

### About Foyston, Gordon & Payne

Founded in 1980, Foyston, Gordon & Payne manages approximately \$13 billion for corporate clients, pension funds, foundations, endowments, group RRSP's, and private clients. We believe that superior investment returns are achieved by taking a long term, bottom-up, value-oriented approach to investments based on detailed fundamental research and analysis. While our firm is supported by an equity interest from Affiliated Managers Group's (AMG), Foyston remains a completely autonomous business. In fact, almost 40 percent of Foyston is owned by its employees, firmly aligning our interests with those of our clients.

**To apply:** Please send your resumé to [HumanResources@foyston.com](mailto:HumanResources@foyston.com)