

Wolverton Capital Markets (“WCM”) is a fast growing, niche investment bank. We provide a full spectrum of corporate finance, equity research and institutional sales and trading services to our corporate and institutional clients. WCM is a division of Wolverton Securities Ltd. (“Wolverton”). Wolverton has been providing investment services since 1910 through an extensive retail sales force of over 100 investment advisors. WCM is in the enviable position of being able to leverage this retail network to provide superior access to capital and the timely placement of our client’s equity. We are committed to recruiting and retaining motivated and success driven investment industry professionals who are dedicated to the pursuit of excellence and excited about the prospect of joining a growing, high quality, capital markets franchise.

Position Description:

The Salesperson’s primary role will be the leadership of the institutional sales force with a focus on energy equities, servicing the firm’s institutional clients throughout North America and selected European markets. Working in a team environment, the focus will be on continuing to grow the sales and trading desk and enhancing key client relationships. The successful candidate will demonstrate the ability to proactively market investment ideas, initiate transactions, and identify new investment opportunities.

Duties & Responsibilities:

- Responsible for contributing to the overall success of the Capital Markets Group by meeting sales/credit targets and assist in the growth of elevating Wolverton Capital's profile in the investment community
- Provide sales coverage to Institutional Clients by providing daily market commentary, generating trade ideas, and distributing energy and special situation related research
- Develop and strengthen client relationships through a regular call program designed to profile the firm's research and trading team
- Work closely with other members of the Capital Markets Group to identify new business opportunities

Requirements and Skills:

- Must have an excellent attitude, good sense of humour and truly able to work within a team environment
- Minimum 3 years related work experience and a US License
- Experience in either a buy or sell side environment, related to the energy industry
- In addition, previous experience in investment/commercial banking or other areas within the financial services industry would be beneficial
- Proven sales capability in conjunction with strong relationship management skills
- University Degree required; MBA, CSC, CPH, PDO and/or CFA designation or enrolment would be an asset
- Proficiency with Bloomberg, Excel, Word, Bigdough, and proven skills in managing CRM software
- Highly motivated and able to work with little or no supervision
- Must have a strong work ethic, entrepreneurial spirit and dedicated to growing the WCM Capital Markets franchise
- Travel will be required

Package includes:

- Excellent opportunity to advance your career within a rapidly growing and cohesive group
- Competitive compensation, benefits and substantial bonus pool participation, with voting rights

Please forward cover letter, resume and transcripts to:

Attention: Human Resources
Wolverton Capital Markets
335 8th Avenue SW, 21st Floor
Calgary, Alberta, T2P 1C9
careers@wcmtothepoint.com or fax: 403.691.5759

Please note, due to the high volume of applications received only those applicants under consideration will be contacted.
Thank you for your interest in Wolverton Capital Markets.