



## JOB DESCRIPTION

### Business Development & Sales Alternative Assets – Precious Metals

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#### Who We Are:

BMG Group Inc. (BMG) is a privately held alternative asset management company. Its investment products are focused on one asset class – uncompromised precious metals bullion.

BMG consists of two business groups:

1. **BMG Asset Management Group** which offers three very unique open-end mutual fund trusts: BMG BullionFund (equal dollar amounts of physical gold, silver and platinum), BMG Gold BullionFund (gold only) and BMG Silver BullionFund (silver only) and the BMG Diversified Hedge Fund which seeks to achieve long-term capital growth and income.
2. **BMG Physical Bullion Group** which offers good delivery physical gold, silver and platinum bullion bars and coins.

#### Our Culture:

BMG has over a 20-year history of ethical management and compliance is achieved in partnership with the industry's most trusted business entities including, among others, RBC Investor Services Trust operating as RBC Investor & Treasury Services (RBC I&TS) as custodian for the BMG Funds and the appointment by the custodian of the Royal Canadian Mint (the Mint) and certain sub-custodians of the Mint, including Brink's Canada Limited (collectively with its global affiliates, Brinks), as sub-custodians of the BMG Funds, and our auditors, RSM 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 Affiliate 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.

#### Responsibilities:

- Selling BMG bullion products to clients, pension funds, financial institutions, wealth managers and financial community.
- Identifying new sales opportunities and securing meetings/presentations with clients and institutional decision makers regarding BMG products and services.
- Managing new relationships with the decision makers while leveraging previous financial investment experience and contacts.
- Conveying to the target audience the importance of precious metals as part of a broader investment strategy and true diversification.

- Providing knowledge on how to successfully navigate the precious metals market through BMG offerings.
- Maintaining continuous contact with clients, pension funds, managers, trustees, financial institutions, wealth managers and financial community by providing marketing materials and updates.

## Competencies /Qualifications:

- Previous experience in asset management
- Knowledge of precious metals, understanding of geopolitical economics, wealth management concepts
- Experience with institutional investments and pension funds would be an asset
- Experience with discretionary portfolio managers and high net worth clients
- Excellent interpersonal and communication skills with the ability to explain complicated concepts and political savvy to rebuttal the biases
- Demonstrated passion for results
- Ability to build and maintain credibility with clients
- Energy, focus and drive to achieve results
- Polished and professional personal presentation style
- Excellent written and oral communication, good judgement with integrity, flexibility, and drive to succeed
- Canadian Securities Course would be an asset
- **Must qualify for EMD registration**

BMG is an equal opportunity employer committed to providing equal employment opportunities and a non-discriminatory work environment while respecting individual privacy rights. All employment decisions are made on the basis of business needs, job requirements, and individual competencies, skills and qualifications without regard to medical history and vaccination status. We comply with applicable laws and regulations prohibiting discrimination or any other rights or status protected by the United Nations Declaration of Human Rights, the Nuremberg Code (1947), the Canadian Charter of Rights and Freedoms, the Canadian Privacy Act, and Healthcare Privacy Legislation.

## Application Process:

Please forward your cover letter and resume to the attention of:  
**Yvonne Blaszczyk, Vice President – Human Resources**  
[y.blaszczyk@bmg-group.com](mailto:y.blaszczyk@bmg-group.com)