



Position: Vice-President, Business Development

THE ROLE

LionGuard Capital Management ("LionGuard" or the "Company") is looking for a key addition to our team to represent the Company's product offerings to consultants, institutional investors and family offices. The position reports directly to the Company's President & CEO and is based in downtown Montréal.

Our ideal candidate is perfectly bilingual, very detail-oriented and has an excellent understanding of the investment industry landscape. Existing relationships with institutional investors, family offices and consultants are mandatory. Highest ethical standards and strong interpersonal, organizational, and communication skills required.

MAIN RESPONSIBILITIES

- Develop an in-depth understanding of the investment products offered by the Company
- Actively pursue business development initiatives across applicable channels
- Develop and maintain relationships with current and prospective clients
- Accurately document and quantify progress on all initiatives
- Act as an ambassador and official representative of the Company

REQUIREMENTS

- Perfectly bilingual (English & French), written and oral
- Excellent written and verbal communication skills with the ability to effectively and clearly communicate the message to both small and large audiences
- Highly organized with the ability to manage multiple tasks at the same time
- Relevant prior experience with a documented track record of success
- Prior work experience with the consultant is a plus
- Positive "can do" attitude, entrepreneurial spirit and tenacity
- Passionate about delivering the best service & building lasting relationships

TO JOIN OUR TEAM

Email Andrey Omelchak (President & CEO) at aomelchak@lionguardcapital.com

ABOUT LIONGUARD CAPITAL MANAGEMENT

LionGuard Capital Management is an award-winning & fast-growing investment company with headquarters in Montréal. The Company specializes in fundamental research & analysis on North American small and mid-cap equities. LionGuard provides alternative (hedge funds) and traditional (long only) investment solutions to institutional investors, family offices, fund of funds and select investment advisers.