



**Job Title** Associate, Business Development

**Hiring Manager** Vice President, Operations

**Organization Overview** We are Veritas Investment Research, Canada's largest independent equity research firm. Being independent gives us the power to say things that others can't or won't. At Veritas, we say what we mean, we mean what we say, and we do what we say we are going to do.

For the past 20+ years, we have been identifying investment opportunities and evaluating risks for our clients, providing coverage of TSX 60 companies and special situations. Our unique forensic accounting research approach has proven to be a key advantage for our clients as they look to make better decisions and achieve higher returns.

Our clients include some of the most respected pension funds, asset managers, and regulators in North America. Many of our clients have been with us since our inception and we remain committed to meeting their ongoing needs.

Veritas' Guiding Principles:

- Hire, train and develop the best
- Put our clients' interests above ours
- Always be unbiased in our views
- Turn intelligence into actionable ideas
- Facts reveal truths - Lead with forensic accounting-based principles

Our mission is to be the #1 source of trusted, independent research that helps investors make better investment decisions.

**Job Type** Full-time

**Travel %** 30%

**Job Description** As an Associate of Business Development, you will connect our ideas and analysis with clients needs so that they are able to improve their investment decision making. You will also develop relationships with prospective clients in order to subscribe them to one of our subscription verticals. Strengthening existing relationships is a fundamental part of this process in order to build our revenue and grow our business. You will work closely with senior leaders from the investment industry and liaise with our own analysts to enhance our research product and provide high quality client deliverables.

**Common Tasks:**

- Regular calls and emails to clients, ensure key research and ideas are delivered in a timely manner
- Assist our analysts in marketing their reports and set up meetings on their behalf
- Understand the unique needs of each of our clients and determine most important research needs
- Read and understand our research, summarize key takeaways for clients



- Maintain the Client CRM and client P&L systems, ensure timely invoicing and payments
- Communicate client changes to our analyst team
- Obtain new prospective clients and work with our current prospect lists in order to subscribe them to our services

**Job  
Requirements**

- Ability to effectively communicate complex issues in written and verbal form
- Works well independently and within a team
- Self-motivation to exceed established goals
- Passion for investing
- Ability to work with senior leaders in the investment industry
- Ability to build relationships with existing and new clients
- Attention to detail when developing marketing and prospecting strategies
- University Degree in Business or Finance
- Strong finance and accounting knowledge would be an asset

Please note that Veritas is Canada's first and only equity research firm to be certified as a CPA training organization by the Institute of Chartered Accountants of Ontario. You can complete your CPA while working at Veritas.

**Contact  
Information**

Veritas Investment Research Corporation  
100 Wellington Street West  
TD West Tower, Suite 3110, PO Box 80  
Toronto, Ontario  
M5K 1E7

**Required:** Please include a written mock email sales pitch to an institutional investor client. The pitch would be about a new report, recommendation or accounting issue from one of Veritas's analysts. The positive outcome of the pitch would be for the analyst to meet with the client for a more in-depth discussion.

Please send resume to [careers@veritascorp.com](mailto:careers@veritascorp.com)