



Specialized in fixed income securities, Casgrain & Company Limited is the largest Canadian non-bank-owned investment dealer. Casgrain, founded in 1947, operates in the North American financial markets.

Casgrain & Company Limited is an equal opportunity employer committed to attracting, hiring, and retaining talented and motivated individuals.

INSTITUTIONAL SALES / MONEY MARKET & BONDS

Location: Montreal (downtown)

Employment: Full-time, Permanent

Hours: 7:30 AM – 5:00 PM

Role Overview

This is an exciting opportunity to launch your career in Canada's institutional fixed income market. Working alongside experienced sales professionals and traders, you'll gain direct exposure to Canada's largest institutional investors while helping execute transactions across Government of Canada, Provincial, Corporate and Money Market securities. Through hands-on experience and mentorship, you'll build the expertise needed for a successful career in capital markets.

Key Responsibilities

- Build and maintain relationships with Canadian and international institutional investors, including pension funds, asset managers and insurance companies.
- Generate, recommend and execute fixed income trading ideas.
- Provide timely market commentary and investment insights.
- Identify and develop new business opportunities.
- Collaborate closely with traders and colleagues to deliver value-added solutions to clients.

Skills & Qualifications

- Bachelor's degree in Finance, Business, Economics, Mathematics, Computer Science or a related discipline.
- CFA designation (or progress toward the CFA) is considered an asset.
- Strong interest in fixed income markets, monetary policy and capital markets.
- Proficiency with Microsoft Excel, Bloomberg and other financial market platforms.
- Interest in leveraging AI and data-driven tools to support fixed income analysis and trading.
- Strong analytical, problem-solving and strategic thinking skills.
- Excellent verbal and written communication skills in both English and French.
- Previous investment experience and sound decision-making in a fast-paced market environment.

Why Join Casgrain?

- Learn from and be mentored by one of Canada's leading institutional fixed income teams in a collaborative, entrepreneurial environment.
- Work with Canada's largest pension funds, asset managers and institutional investors.
- Gain exposure to Government, Provincial, Corporate and Money Market products.
- Help shape the future of fixed income through AI and innovative technology.
- Benefit from competitive compensation, performance incentives and professional development.

Interested candidates are invited to submit their résumé to: carriere@casgrain.ca