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Opportunity

**Director, Capital Markets & Client Relations**

**Pacific Nations Capital Management LP.**



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## ABOUT US: PACIFIC NATIONS CAPITAL MANAGEMENT LP.

Pacific Nations Capital Management (“Pacific Nations”) is an Indigenous-majority-owned investment management firm being established to deliver institutional-quality portfolio management and investment solutions. Supported by the Nuxalk Nation and founded to advance Indigenous participation in the financial economy, the firm is building a platform focused on long-term wealth creation, disciplined investment management, and trusted client partnerships.

Pacific Nations is currently seeking registration as a Portfolio Manager, Investment Fund Manager, and Exempt Market Dealer. Upon approval, the firm will provide discretionary investment management services, manage pooled investment funds, and connect institutional and Indigenous investors with private market opportunities.

As a growing organization, Pacific Nations offers a unique opportunity to help build an investment firm from the ground up while contributing to a mission focused on economic reconciliation and long-term financial stewardship.

The firm's mission is to foster long-term financial resilience and economic empowerment within Indigenous communities by providing high-quality, culturally aligned investment services. With a commitment to stewardship, sustainability, and good governance, Pacific Nations aims to serve as a trusted fiduciary and capacity builder for Indigenous nations, trusts, and economic development corporations. At its core, the firm believes that Indigenous Peoples should have access to the same level of financial sophistication and investment oversight as other institutions, delivered through a lens that reflects their unique values and priorities.



The firm will deliver services through three integrated business lines. As a Portfolio Manager, it will provide tailored, discretionary investment mandates aligned with each client's investment policy and goals, employing a manager-of-managers approach with rigorous selection and monitoring of sub-advisors.

As an Investment Fund Manager, Pacific Nations will structure and administer pooled investment vehicles - such as fixed income, equities, balanced, and ESG-integrated strategies - designed to meet the needs of First Nations and government-related clients. As an Exempt Market Dealer, the firm will facilitate participation in private placements and raise capital for Indigenous enterprise and infrastructure initiatives, with full compliance under NI 31-103 and NI 45-106.

Pacific Nations' primary target market includes Indigenous trusts, First Nations governments, and economic development corporations, as well as provincial agencies, conservation funds, and institutional investors with an interest in reconciliation or impact-aligned investing. The firm will also serve First Nations joint ventures and collective capital initiatives seeking cost-effective pooled investment solutions. Beginning with clients in British Columbia, Pacific Nations intends to scale its services nationally as capacity and client demand grow.

In its first five years, the firm will focus on establishing a compliant and independently governed investment platform, launching a suite of pooled investment funds, and building a robust client base anchored in Indigenous and public-sector capital. Pacific Nations will also prioritize internal capacity-building by recruiting and mentoring Indigenous professionals in finance, risk, and operations. Strategic partnerships with experienced

investment firms will be pursued to provide operational support, co-investment opportunities, and mentorship during the firm's early growth phase.

By combining Indigenous leadership, regulatory diligence, and a values-driven business model, Pacific Nations Capital Management is uniquely positioned to become a trusted partner to Indigenous governments and a leader in the Canadian institutional investment space.

## POSITION SUMMARY: DIRECTOR, CAPITAL MARKETS & CLIENT RELATIONS

The Director, Capital Markets & Client Relations acts as a senior point of contact for client relationships and oversees assigned client portfolios.

This role works closely with the CEO to ensure investment strategies are aligned with client objectives, risk profiles, and regulatory requirements.

The position combines portfolio oversight with relationship management, translating investment strategies and performance into clear, meaningful communications for clients.

The Director also supports client retention and growth through relationship driven business development and contributes to marketing and client reporting initiatives.

Upholding the firm's fiduciary duties and compliance standards in accordance with securities regulations is central to this role.

### KEY RESPONSIBILITIES:

#### **Portfolio Management**

- Oversee assigned client portfolios in accordance with approved investment mandates and risk parameters
- Support portfolio construction, monitoring, and rebalancing activities
- Prepare and review investment reports, performance commentary, and client communications
- Ensure portfolio activities comply with firm policies and regulatory requirements

## Client Relationship Management

- Serve as the primary point of contact for key client relationships
- Build and maintain long term client relationships through regular meetings and proactive communication
- Translate investment strategies and performance into clear, client focused explanations
- Address client inquiries and coordinate resolutions in collaboration with internal stakeholders



## Business Development and Marketing Support

- Support client acquisition and retention through relationship driven marketing initiatives
- Participate in prospect meetings, presentations, and client onboarding activities
- Contribute to marketing materials, pitch decks, and client reporting content
- Leverage existing relationships to identify referral and growth opportunities

## Governance and Compliance

- Adhere to BCSC and applicable Canadian securities regulatory requirements
- Maintain accurate client records and documentation
- Support audits, regulatory reviews, and compliance reporting as required
- Promote a culture of fiduciary responsibility and ethical conduct

## Leadership and Collaboration



- Collaborate closely with the CEO on portfolio strategy and client engagement initiatives
- Provide mentorship and guidance where appropriate within a small team environment
- Represent the firm professionally with clients, partners, and service providers

## KEY ATTRIBUTES:

- High integrity, sound judgment, and commitment to reconciliation and Indigenous economic advancement
- Strong communicator and relationship builder across diverse stakeholder groups
- Ability to balance regulatory rigour with strategic and innovative thinking

## QUALIFICATIONS

- Minimum of five years of experience in investment management, asset management, or related financial services
- Eligible for registration with a Canadian securities regulator
- Proven leadership experience within a registered firm or comparable regulated environment
- Strong understanding of investment products, portfolio construction, and risk management
- Demonstrated ability to manage and grow client relationships
- Professional designation such as CPA, CIM, CFA, or equivalent experience preferred
- Understanding of Indigenous governance and economic development frameworks considered a significant asset

## WHY JOIN US

This role offers a unique opportunity to help build and lead a new Indigenous investment management firm dedicated to advancing Indigenous financial sovereignty and professional asset management in Canada.

As Director, Capital Markets & Client Relations, you will play a meaningful role in shaping the firm's direction, values, and long-term success.

## HOW TO APPLY:

We value diversity and are committed to creating an inclusive environment. We encourage people of all backgrounds, identities, and experiences to apply. Qualified candidates seeking a rewarding career opportunity are invited to submit their resume

electronically and in confidence, quoting assignment DCMCR to:  
[grantsmith@waterhousesearch.com](mailto:grantsmith@waterhousesearch.com).

For more information, please contact Grant Smith at (604) 806-7715.

We sincerely thank all candidates for their interest; however, only those selected for an interview will be contacted.