

## **Join Our Team as Market Engagement Director for a Unique and Innovative Target Benefit Pension Plan, CWIPP**

**As one of Canada's Most Admired Corporate Cultures, we know it's our people who make us great at what we do.**

We have an exciting opportunity for a high-caliber, ambitious individual to take on a new role at Eckler, working exclusively with a unique and innovative target benefit pension plan, [CWIPP](#).

Eckler has proudly supported CWIPP with actuarial and pension administration services for decades. As Market Engagement Director, you will join a dedicated Eckler team committed to advancing CWIPP's mission and delivering exceptional service. In this senior role, you will also report quarterly to the Board of Trustees, ensuring strategic alignment of priorities and fostering meaningful engagement.

The CWIPP Market Engagement Director will have both strategic and tactical priorities to engage members, employers, and unions and raise awareness of the unique and innovative pension solution CWIPP offers across Canada.

### **About CWIPP**

CWIPP is a multi-employer target benefit pension plan that offers flexible plan features to union/employer groups anywhere in Canada. For more than 50 years, CWIPP has been an important part of many financial retirement plans from coast to coast — reaching almost 25,000 Canadians.

CWIPP has a flexible plan design — each group can choose benefit options to best meet the needs of their members. As a defined benefit pension plan, pensions are earned at a set rate for each participating group based on the negotiated level of contributions, and benefit options chosen. As a well-governed plan, CWIPP has strong financial management with a proven long-term diversified investment strategy.

The CWIPP Board of Trustees is comprised of individuals whose diverse expertise, skills, and knowledge enable them to govern CWIPP with excellence. With an exceptional plan experience that keeps all participating unions, employers, and plan members informed and up to date, CWIPP is an ideal pension solution that provides Canadians with a predictable pension income for life.

### **Roles and Responsibilities**

#### **Strategic priorities**

- Present to and educate interested employers, unions, and members about the value of CWIPP, and promote the unique and innovative pension solution CWIPP provides by attending conferences and other speaking opportunities.
- Proactively engage in business development activities and opportunities, which may include identifying new partnerships, and reaching new employer, union, and membership groups to provide defined benefit pensions to more Canadians.
- Oversee existing CWIPP relationships across Canada, supporting the CWIPP Managing Director with the service needs of CWIPP's existing participating employers, unions, and plan members.



- Engage and educate plan members to raise awareness and understanding of the plan.
- Identify market trends and union and member pension preferences.
- Build the CWIPP brand, which may include active social media engagement on various platforms on CWIPP's behalf and the development of other communication material.

## Tactical priorities

- Actively participate in the preparation and review of CWIPP presentations and reports; attend meetings with the CWIPP Managing Director as needed.
- Collaboratively work with the CWIPP Managing Director to ensure a smooth hand-off when onboarding new employer groups.
- Eloquenty articulate CWIPP's distinctive features and the value of its associated benefits within the framework and context of the pension landscape in Canada.
- Establish key performance indicators (KPIs) to track the progress and success of market engagement activities; refine key priorities accordingly.
- Contribute to building a high-performing team with the skills and expertise needed to successfully support market engagement activities.
- Foster strong relationships with the CWIPP team and the CWIPP Board of Trustees to ensure long-term success.

## What we offer

- Eckler has an award-winning corporate culture; recipient of Waterstone Canada's Most Admired Corporate Cultures 2023 award.
- Director, reporting to the Board of Trustees.
- Open to candidates across Canada, the successful candidate will ideally reside near an Eckler office to facilitate in-person collaboration when needed.
- Collaborative and engaging atmosphere.
- Variety in work and ability to evolve and grow your career.
- Working with colleagues across Canada and across multiple practice areas.
- Opportunities to help build and evolve our practice.
- Competitive total rewards package.
- An entrepreneurial, collegial work environment.
- Hybrid work style and dress for your day approach.

## What you offer

- Bachelor's degree in a related field such as actuarial sciences, business, or communications.
- 10+ years of relevant pension experience.
- Labour relations experience preferred.
- Strong public speaking and communication skills.



- A deep understanding of pension plan provisions and legislation in Canada.
- A strategic, persistent yet patient, results-oriented, out-of-the-box thinker, with the ability to develop both short- and long-term objectives.
- Strong leadership qualities, with cultural awareness and sensitivity, to navigate diverse perspectives and establish positive relationships.
- Pension knowledge, and an ability to articulate complex messages with clarity, simplicity and ease, and flex style as the situation requires.
- Collaborative team player who can influence outcomes and work independently when needed.
- Strong personal values, including a commitment to professional and ethical behaviour.
- Willingness and ability to travel within Canada as necessary.

## Who we are

Eckler is Canada's largest independent actuarial consulting firm. Our purpose is to care and to do right by people so that together we can achieve a brighter, more secure future. Located in Canada and the Caribbean, we're a team of committed and highly skilled professionals in the areas of P&C insurance, life insurance, pension, retirement, financial wellness, investment, group benefits, change management, and communication, along with technology consulting. Owned and operated by active Principals, the company has earned a reputation for service continuity and high professional standards. Eckler is a founding member of Abelica Global – an international alliance of independent actuarial and consulting firms operating in over 20 countries.

At Eckler, we value diversity of all types. Our organization is made up of smart, collaborative and thoughtful people with a wide range of backgrounds, skills and experiences. We are committed to an inclusive, diverse, and accessible workplace and encourage all interested applicants to submit a cover letter and resume for consideration. Persons with disabilities who need accommodation in the application process or those needing job postings in an alternative format may e-mail a request to [careers@eckler.ca](mailto:careers@eckler.ca).

We thank all applicants for their interest, but only those selected for the next steps in our process will be contacted.

[www.eckler.ca](http://www.eckler.ca)

