



Alumni Profile

Ryan McMurray

BA '08 Political Science and History

Current Career

Organization: Great West Life

Title: Regional Sales Manager

“ *It’s the people around you that are going to help you get to the next place.* ”

Career Overview

After graduation and a brief legal career, I became a financial advisor, now holding Personal Financial Planner (PFP) and Registered Retirement Consultant (RRC) designations. During my time with RBC Royal Bank and BMO Bank of Montreal, I was ranked in the Top 25 producers. I am now Regional Sales Manager for Great-West Life covering from Kitchener/Waterloo to Windsor and Sarnia. I specialize in the investment planning supporting London Life, Great-West Life, Canada Life and Quadrus Investments. I consult with top producing firms on high net worth portfolios and provide market insight.

How did King’s prepare you for your current role?

A lot of what we do is international, so when we are dealing with an international portfolio, it’s about understanding how that culture interacts with their business community. That’s where a lot of the international politics courses come into play. We focus on the historical conflicts that define their nations.

What advice would you give to a current student looking to enter your field?

Network. A degree in political science is a stepping stone to where you’re going to go next, but it’s the people around you that are going to help you get to the next place. It’s the people around you that have the knowledge and the experience that’s truly transferable to where you’re going to go. They’re the ones that are going to open the doors for you. Get involved with networking and engage with people.