

Business Development

Business Leadership working to blend frontline execution and long-term strategic thinking.

- Full Collaboration with retail sales team with regards to all revenue activities
- Work with the origination team on pitching new business and content creation and industry events and roadshows
- Work with teams across the organization to ensure accuracy with regards to sales/fund marketing and business development
- Profile client base and help prepare a strategic plans
- Review client quarterly reports to ensure accuracy and compliance
- Maintain client relationships, providing reports to Directors on a regular basis
- Identifying opportunities to enhance the strategic reporting platform by gathering and analyzing field feedback
- Collaborating with partners across the organization
- Proficiency in Financial Modeling and Justifiable Projections
- Technical knowledge, data analytics using VBA/DCF models
- Marketing Strategy based in TAM, SOM, SAM hard data analytics.
- Effectively convey firms' product awareness
- Collaborate with teams across all regions to develop meaningful marketing materials such as, sales pitch-books, strategy books, client reviews, conference presentations and educational materials for both internal and external use.
- Provide various ad hoc data research and analysis as needed.

CONTACT US FOR DETAILS