

KEY INFORMATION

TITLE:	Business Development Manager
REPORTING LINE:	Head of Institutional Business Development
LOCATION:	Johannesburg
BUSINESS UNIT:	Prescient Investment Management

PURPOSE OF THE ROLE

The role of the Business Development Manager is to ensure business growth through business development activities in the institutional market in accordance with the organisational strategy. Plan, direct and manage business development and client management activities as well as trustee education. This key resource will work closely with institutional investors, consultants, prospects and clients in attracting, retaining and growing new and existing business.

DUTIES AND RESPONSIBILITIES

Institutional Sales, Business Development and Client Management

- Responsible for initiating contact with potential and current customers to generate and qualify leads, promote the company's products and services, and identify sales opportunities for Prescient.
- Drive the entire sales cycle from initial customer engagement to closed deals, using various direct methods such as calling, face to face meetings and networking
- Keep detailed notes on prospect and customer interactions on CRM system and update CRM System regularly
- Provide feedback on market trends, competitive threats, unmet needs, and opportunities
- Managing all aspects of relationships with existing clients, including co-ordination and presentation of technical report-backs, liaising with client services and compliance teams internally on reporting and mandates and management of the on-going relationships through regular meetings and updates on the performance of their funds
- Effectively articulate Prescient investment philosophy, process, products and performance to prospects, clients, consultants, and RIAs and to differentiate our firm from competitors
- Participation in investment team activities to ensure up-to-date technical knowledge of the company's products, investment philosophy and portfolio positioning
- Coordinate RFP process supported by the Business Development team. This will include the support and oversight of the preparation of RFP documents, due diligences, and terms negotiation
- Increase assets under management for firm's investment products and vehicles
- Provide regular reporting on activities, new sales opportunities, client focus and product initiatives to the Management team
- Maintain involvement in industry and networking organizations in order to foster relationships with the consultant community and prospective clients.
- Conduct all sales activities with the highest degree of professionalism and integrity, in line with Prescient values

REQUIRED EXPERIENCE

- 3-5 years' experience gained in institutional business development and client management in the Asset Management / EB field
- Demonstrated excellence in the field of business development as well as strong knowledge in funds and investment products
- A sound understanding of the dynamics around the investment needs of institutional clients, product distribution, product features and profitability, and the ever changing legal and regulatory environment.

REQUIRED QUALIFICATIONS

- A relevant postgraduate business qualification (Degree / Postgraduate, CFP / CFA studies)

KEY COMPETENCIES

- Excellent interpersonal skills, excellent communication skills oral and written.
- Aptitude in decision-making and problem-solving
- Must demonstrate a strong ability to manage complex processes and focus on business outcomes in a complex uncertain environment.
- Strong work ethic, self-motivated, driven and results oriented
- Ability to listen and respond to new ideas, input and diverse perspectives.
- Must have high levels of self-confidence, assertive as well as healthy levels of EQ
- An energetic problem-solver, who is open-minded, collaborative and has multi-perspective views on corporate governance and improving operational efficiency
- Must have a structured work style and attention to detail

WHY THIS ROLE?

In key role within the institutional sales team, you will have a fantastic opportunity to plan, direct and manage business development and client management activities as well as trustee education. This key resource will work closely with institutional investors, consultants, prospects, and clients in attracting, retaining and growing new and existing business. A career defining opportunity.

To apply, send your CV and academic transcripts to joanne.meyer@prescient.co.za

You understand and accept that, by applying for this role, you authorise Prescient to obtain your personal information and utilise said information for recruitment purposes for this role.