

Position Description

TITLE	Business Development Manager
REPORTS TO	Head of Country - UK
LOCATION	London

Summary

The objective of this position is to support and facilitate the marketing and the promotion of Carmignac products to Wholesale clients across Middle, Southern England and Ireland. Reporting directly to the Head of Country and the business development team in London, the role primarily implies the maintenance and strategic development of business relationships through service and promotional activities in the territory.

Responsibilities

Business Development

- ▶ Work closely with the *Head of Country* and in accordance with the regions' business development strategy
- ▶ Develop and execute a tailored business plan to develop Carmignac's visibility and connectivity in the UK Wholesale market and develop and nurture distributor relationships to accelerate Carmignac's asset base in the UK
- ▶ Represent Carmignac in the field, presenting a clear and concise narrative of Carmignac's heritage and expertise.
- ▶ Be able to demonstrate and provide expert product information to both existing and prospective clients
- ▶ Working with our CRM team, service and update our current and potential distribution partners on Carmignac's market and product updates, investment trends and themes
- ▶ Organize our own and 3rd party events such as Road Shows, Investment Seminars, Thematic Lunches, Fairs, Conferences, etc. in collaboration with the rest of the business development and marketing teams
- ▶ Maintain and develop the existing Carmignac's distributor base and partners through a consultative and strategic approach, utilising key account management plans where appropriate, to establish long-term relationships and partnership opportunities
- ▶ Identify and contribute ideas new strategies for growth in collaboration with the Head of Country UK and the Business Development team
- ▶ Supporting the consolidation and expansion of Carmignac's market share and market positioning in the Wholesale segment
- ▶ Plan and conduct high level of sales activity, face to face and virtual, to activate and develop business relationships, employing a rolling 3 week diary and beyond
- ▶ Maintain Client Relationship Management tool with up-to-date client / prospect information and call / meeting activity notes

- ▶ Provide continual feedback to the Head of Country and Management on market conditions, distributor and product requests, competitor information, operational or any other topic
- ▶ Collaborate with various departments in the course of business, such as Marketing, Product, Event, Web, Communication and Legal
- ▶ Represent the company corporate values at the highest level internally and externally, while applying a professional and ethical demeanor at all times

Candidate Profile

- ▶ Experienced investment product and financial market knowledge
- ▶ IMC essential, CAIA/CFA or equivalent preferred
- ▶ Prior experience as a salesperson in the Asset Management industry (4 years+) and the Wholesale segment in particular
- ▶ In-depth knowledge of the Wholesale market including all relevant segments and channels for mutual fund distribution
- ▶ Proven success raising assets
- ▶ Ability to interact and develop relationships with Senior Investment Professionals
- ▶ Business Development Management skills and experience (ability to write and execute business plan, build campaigns, etc.)
- ▶ Leadership skills, to work with and lead others that may not be direct reports (CRMs)
- ▶ Highly motivated and dynamic personality with the ability to strong self-motivation
- ▶ Pro-active attitude and outgoing and transparent character with a business-oriented mindset
- ▶ Thirst to learn and develop knowledge of markets and the current thinking of Carmignac's Portfolio managers and able to work autonomously
- ▶ Must be a team player and work well with corresponding local team and members of the wider organization
- ▶ Excellent oral and written communication and presentation skills
- ▶ Computer proficiency
- ▶ The role will require travelling from time to time