

vice president business development

- **International Fund Manager**
- **Newly Created Role**
- **Melbourne Based**

One of the world's pre-eminent global asset management firms our client is recognised as a world-class equity manager with a diverse array of international and regional strategies. It is the world's largest fixed income manager.

In this role you will cover both Institutional and platform clients. You will work closely with the Head of Sales and over time will develop into a 2IC role within the team. The role will involve canvassing and sourcing new clients through direct sales activity, warm leads as well as managing an existing portfolio of established clients. Once the deal is sealed Client relationship Managers step in to handle the transition and ongoing administrative and reporting matters.

You have a strong knowledge of economic and investment theory. You are conversant with both current and historical information on domestic/global economies and investment markets and understand institutional superannuation industry issues. You know the key players in the industry and the key platform providers.

If you would like to know more about this once in a life time opportunity then please contact **Blaise Davis Habgood** for more information.

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