

Position Description

TITLE	Junior Business Development
SEGMENT	Retail & Wholesale
REPORTS TO	Head of country
LOCATION	Milan

Summary

The objective of this position is to support and facilitate the marketing and the promotion of Carmignac products through Financial Intermediaries and multiple distribution channels in the region of operation. Reporting directly to the Head of country and working as a team with the sales team based in Milan, 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 and target for the Retail market**
- ▶ **Identify possible new distributors of Carmignac investment products within the given region by conducting investment advisor meetings. This involves presenting clear and concise Carmignac product information to individuals and groups of investment advisors varying in size**
- ▶ **Service and updating of current and potential distribution partners (Financial Intermediaries, Platforms, etc.) on Carmignac's market and product updates, investment trends and themes via regular road shows, visits, calls and mailings**
- ▶ **Maintain and develop the existing Carmignac's client base and partners through a consultative and strategic approach to establish long-term relationships and partnership opportunities in accordance with the business plan**
- ▶ **Identify critical firms with business development potential**
- ▶ **Assist advisors with prospective and current client meetings while promoting the Carmignac name**
- ▶ **Supporting the consolidation and expansion of Carmignac's market share and market positioning in Retail**

- ▶ **Identify new areas for growth and following these ideas from concept to execution in collaboration with the Head of country and the Business Development team**
- ▶ **Plan and conduct full work weeks of meeting and travel activity**
- ▶ **Organize and attend events such as Road Shows, Investment Seminars, Thematic Lunches, Fairs, Conferences, etc. in collaboration with the business development team and Investment Professionals**
- ▶ **Maintain Client Relationship Management tool with up-to-date client / prospect information and call / meeting activity notes**
- ▶ **Analysis of distributor transactions and reporting**
- ▶ **Provide continual feedback to the Head of country and Management on market conditions, distributor and product requests, competitor information, operational or any other topic**
- ▶ **Interface between various departments such as Marketing, Product, Event, Web, Communication, Legal, Middle Office, Reporting, Accounting, Change Management on issues as they relate to these departments**
- ▶ **Represent the company corporate values at the highest level internally and externally, while applying a professional and ethical demeanor at any time**

Candidate Profile

- ▶ **Experienced investment product and financial market knowledge is a must**
- ▶ **Prior experience in the Asset Management industry and in particular the Retail/Wholesale segment**
- ▶ **In-depth knowledge of the IFA/Wholesale market including all relevant segments and channels for mutual fund distribution**
- ▶ **Acknowledged as a successful Business Development Manager with verifiable track record**
- ▶ **Ability to interact with Senior Investment Professionals**
- ▶ **Highly motivated and dynamic personality with the ability to strong self-motivation**
- ▶ **Pro-active attitude and outgoing and transparent character with a business oriented mind-set**
- ▶ **Eager to develop markets 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 requires frequent travelling**
- ▶ **Must be bilingual in English and Italian language. French would be considered a plus**
- ▶ **Graduate/post-graduate degree in a business related discipline**

How to apply:

If you want to apply for this role, please send you application to irecruitment@carmignac.com