

JOB DESCRIPTION

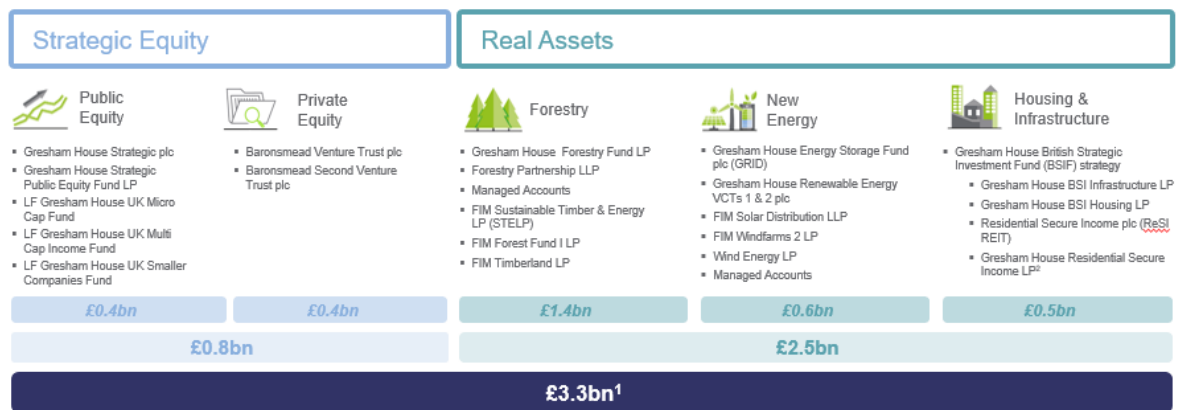
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| Position Title | Institutional Business Development Director - UK |
| Position reports to | Head of Institutional Business |
| Salary | TBC |
| Location | London with regular UK travel expected |
| Position type | Permanent |

Business Overview

Gresham House is a specialist alternative asset manager providing funds, direct investments and tailored investment solutions, including co-investment across a range of highly differentiated alternative investment strategies. Our expertise includes strategic public, private equity (private assets), timber, renewable energy, housing and infrastructure. We aim to deliver sustainable financial returns and we are committed to building long-term partnerships with our clients to help them achieve their financial goals.

From a standing start in December 2014, through a combination of acquisitions and organic growth, the Gresham House business has grown exponentially, with assets under management now at c.£3.3 billion, (30 June 2020), providing a strong and scalable platform from which to continue to grow. The team is delivering on its objectives and now has c.120 employees working in London, Oxford and Perth in Scotland.

The business divides into two divisions - Strategic Equity and Real Assets:



1. AUM as at 30 June 2020
2. Launching H2 2020

Role Objective

The group's products and services target a range of clients across HNWI, family offices, charities, endowments and institutional investors including local government pension schemes and there is now a need to build out the institutional sales and distribution teams under the leadership of the Head of Institutional Business.

An excellent opportunity for a senior UK institutional sales professional with a proven track record to join Gresham House as the business builds out its institutional sales team to focus on profitable new business generation from UK institutional pension funds, private and public-sector pension schemes, insurance, charities and other institutional investors.

Ideally the individual should have strong relationships with the UK corporate pension schemes and familiarity with the insurance sector. To broaden the firm's sales reach within its target markets and segments. The successful candidate will need a strong network of relationships, a keen grasp of investment and the ability to operate at the most senior levels within the UK pension and investment industry.

Key Responsibilities / Accountabilities

- Continue to establish a presence for Gresham House in the UK to enable the organisation to drive sales through key distribution channels.
- In collaboration with the Head of Institutional Business and other team members, develop and implement a cohesive business development sales strategy with clearly identified and prioritised targets across institutional investors in the UK.
- Establish and develop relationships with key prospects across the UK, demonstrating a clear understanding of the clients' investment criteria enabling Gresham House to be considered as a strategic partner within their Alternatives exposure.
- Project manage all aspects of the sales process for any given opportunities (including responsibility for final sign-off of RFPs, setting agendas with the prospects and presentation materials).
- Create and maintain detailed pipeline reporting to identify and prioritise opportunities and ensure high quality notes and information for all opportunities is captured on the group's CRM system.
- Support interaction with the consultant relations and Independent Advisor community.
- Provide prospect and market feedback back into the business, enabling this intelligence to be used to generate relevant product capabilities.
- Monitor and track competitor activity, sales productivity and pricing.
- As required work with the marketing and external public relations team, to represent Gresham House in external forums, publications and electronic media in a manner that positively enhances the organisation's brand image.
- Contribute to the product development across the different investment functions.

Key Relationships

- Marketing & sales personnel
- Fund managers
- External PR firm

Skills & Experience

- Relevant professional qualification (e.g. CFA)
- Able to demonstrate a strong and successful direct business development track record in an Institutional sales environment
- Able to demonstrate knowledge of consultative selling skills
- Excellent working knowledge of the UK Investment Industry and Investment management techniques
- Excellent communication skills, both oral and written
- Strong technical product and investment skills, enabling effective dialogue with consultants, analysts and clients

Personal Attributes

- Entrepreneurial
- Strong levels of self-motivation, drive and tenacity
- Ability to swiftly establish credibility and trust with a target client group
- High levels of commerciality, with the ability to correctly prioritise business development and other activities
- Strong team player, with the ability to work cohesively and collaboratively across organisation
- High levels of business acumen in selecting the right clients, channels, products and marketing methodologies
- Shows commitment - to the business, the task in hand, the executive team and staff generally
- UK geographical mobility is essential due to travel required

Gresham House is an equal opportunities employer and encourages all qualified candidates to apply regardless of their racial, ethnic, religious and cultural background, gender, sexual orientation or disabilities. Gresham House is dedicated to encouraging a supportive and inclusive culture amongst all our employees.

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