

Director - Institutional Sales

Chicago Equity Partners, LLC is a premier mid-sized investment management firm with over \$10 billion in assets under management. We offer a full range of domestic equity, fixed income and alternative strategies for our clients, which include public funds, Taft-Hartley plans, corporations, foundations and endowments, and sub-advisory relationships throughout the country and around the world.

The expansion of the business development team is in support of efforts to reach audiences complementary to the firm's existing investor base - specifically strengthening relationships with public and corporate pension plans, and endowments and foundations. The ideal candidate would exhibit proven success in developing business within these market segments in the western United States in addition to possessing existing relationships with consultants that are active in these markets.

Attributes of the ideal candidate include:

- Minimum of 15 years' experience in the capacity of sales, marketing, client service, and other client-facing roles with institutional quality investment management organizations
- Demonstrated success in developing and maintaining relationships in the target market, with significant "rolodex" of existing relationships
- Demonstrated success in managing relationships with consultants most likely to serve the specified target audience
- Significant product knowledge of traditional investment strategies, hedge funds, and other alternative investments
- Effective presentation skills, with the ability to communicate investment processes and terminology to broad audiences
- Excellent written and verbal communication skills and ability to prioritize job requirements in a multi-tasking, fast-paced environment
- Ability to work effectively as an individual and in a team-oriented environment

Responsibilities include:

- Working closely and in coordination with team members, marketing and client service, among other creative resources, to identify specific prospect opportunities
- Proactively calling on targeted market segments to increase awareness of the firm, its offerings and services, and arranging meetings to establish relationships

- Leading consultant calling efforts as the point person for those relationships, where appropriate
- Build and expand body of knowledge surrounding the firm's product offerings
- Maintain detailed pipeline of prospect activity
- Support client-service activities, particularly with newly sourced accounts

Other Qualifications:

- Proven track record of developing institutional client relationships within targeted client segments
- Demonstrated entrepreneurial, business management and general financial management skills
- Leader and Team Player with a strong work ethic
- Adherence to the highest level of professional standards and ethics

Education:

- Undergraduate or graduate degrees in finance, business, investments, or relevant fields
- MBA and /or CFA is a must

Please email cover letter and resume to careers@chicagoequity.com. We will contact only successful candidates.

Chicago Equity Partners is an equal opportunity employer committed to diversity in its workforce.
(M/F/D/V)