



Example of Consultant Relations Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is hiring for a consultant relations. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for consultant relations

- Cultivate and manage institutional client relationships tailored to individual expectations
- Communicate Axiom's competitive advantages in a compelling manner consistent with our brand
- Navigate the consultant approval process and Axiom's ability to achieve and maintain "buy" rank
- Achieve revenue and AUM targets by strategy and consultant
- Manage due diligence process with consultants and plan sponsors
- Act as a leverage point within Axiom for clients/consultants
- Maintain accurate and transparent records within CRM (Salesforce)
- Ensure consultant sales efforts are aligned with institutional and intermediary distribution teams
- Build and develop relationships, coordinate all activities with assigned major investment consulting firms
- Responsible for identifying and helping develop, if necessary, the appropriate resources to get strategies rated at consulting firms, partnering with Investment Managers, Capabilities Managers, Marketing professionals and Client Advisors as appropriate

Qualifications for consultant relations

- Bachelor's degree (concentration in finance or business preferred)

- Acute knowledge, interest & a minimum of 5 years' experience with alternative investments
- University degree preferably in Communications, Public Relations, Business Studies or Journalism
- 2 to 5 years of experience in financial public relations industry
- 7-10 + years of consultant sales experience