



Example of Third Party Distribution Job Description

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Our company is growing rapidly and is hiring for a third party distribution. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for third party distribution

- Work closely with the heads of GSAM's Existing Growth Strategy team to help execute a phone-based and digital strategy which will enhance our servicing of both existing and new advisers
- Develop a business plan for each focus firm
- Develop a clear understanding of the focus firm's overall business including their product/platform strategy, market share
- Proactively contact focus firms with investment updates and any organizational issues to keep them fully informed
- Regularly meet with due diligence contacts to get additional funds approved for use on their platform and to maintain our current asset base
- Build a strong personal relationship with focus firm due diligence contacts (Directors of Research, CIOs and strategy analysts) and deepen these relationships over time
- Partner, effectively communicate and strategize with Strategic Relationship Managers and Sales in client efforts
- Develop strong product knowledge for all investment strategies and fee structures
- Consult and partner with Consultant Relations, Direct Sales, and Relationship Management teams to support and increase their retirement sales efforts
- Develop an understanding of focus firm's overall business including their product platform strategy, market share

Qualifications for third party distribution

- Strong sales personality, high energy level, resilient temperament, outgoing, resourceful and possesses intellectual curiosity
- CFA preferred but not mandatory
- Fluency in French & English is essential (written and oral proficiency)
- High caliber individual with at least 2 years of industry experience in retail fund sales/ marketing with proven track record in phone-based sales