



## Example of Third Party Distribution Job Description

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Our growing company is looking for a third party distribution. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

### Responsibilities for third party distribution

- GSAM point of contact for our most critical platform due diligence teams
- Manage/coordinate preparation for subsequent meetings, additional requests for information, periodic communications
- Develop strong knowledge of the insurance distribution market including legal and regulatory issues
- Build, develop and maintain relationships with our UK adviser clients and prospects and
- Support new business and sales generation through active follow up with local and regional adviser networks, primarily by telephone
- Represent GSAM's range of product solutions across products and asset classes including equity, fixed income & currency, quantitative and alternative investment strategies
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- External sales role calling on a list of regional broker dealer firms, RIAs, independent financial advisors, insurance companies, and banks in the NJ, DE, MD territory
- Providing secretarial and administrative support to functional team within the division
- Coordinating domestic travel arrangements and processes expense reports

### Qualifications for third party distribution

- Experienced sales or possess minimum 2-4 years of sales experience at a global asset management firm, servicing the private banking businesses in Singapore
- Working knowledge of Salesforce and FactSet/eVestment is preferred
- Minimum of 7-10 years of financial sales and/or institutional client service experience
- Requires Series 7 & 63 registrations
- Demonstrated interest in global markets, portfolio construction and the business of financial advice, with experience in EMEA