

BUSINESS DEVELOPMENT/SALES SPECIALIST

with experience to grow our client portfolio and to expand our services with established accounts

RESPONSIBILITIES

- Be a caring and active participant in our culture and community
- Cultivate new, trusted relationships across all relevant organizations within a given client or prospective client
- Develop and execute strategic account plans
- Develop and maintain a robust pipeline of qualified opportunities
- Provide regular, succinct and transparent communication of ongoing business development activity
- Assist in partnership and new vertical development efforts
- Achieve significant revenue growth

SKILLS & ABILITIES

- Minimum of three years of active business development experience in the investment management industry
- Minimum of three years of service and institutional selling
- Exceptional interpersonal, verbal and written communication skills
- Exceptional EQ

WE OFFER

- The opportunity to develop and expand upon your existing skillset
- The opportunity to build lasting relationships with industry-leading professionals
- The opportunity to grow with a firm
- Domestic travel

Please submit your resume for consideration to jobs@meradia.com