

## **BUSINESS DEVELOPMENT/SALES SPECIALIST**

### **REQUIREMENTS**

- Cultivate new, trusted relationships across all relevant organizations within a given client or prospective client
- Lead opportunities by incorporating proven sales methods with industry leading subject matter content
- Develop and execute strategic account plans aligned to company goals and targets
- Develop and maintain a robust pipeline of qualified opportunities
- Provide regular, succinct and transparent communication of ongoing business development activity
- Assist in creating new verticals including sales materials and 'go to market' strategies

### **SKILLS & ABILITIES**

- Must have a minimum of three years of active business development experience in the investment management industry
- Must have a minimum of five years of consulting service and/or institutional selling in the investment management industry
- A proven track record of originating and winning new opportunities, as well as cultivating existing client relationships
- Ideal candidates will have detailed knowledge of the investment management industry, including common terms, operational functions, strategic trends and software vendors applications typically seen across our client-base
- Demonstrates the ability to understand the complex concepts and problems unique to buy-side asset management organizations
- Exceptional interpersonal, verbal and written communication skills
- A collaborative, positive and engaging work style that will effectively interface with an experienced and diverse consulting team

### **MERADIA OFFERS**

- The opportunity to develop and expand on your existing skillset
- The opportunity to build lasting relationships with industry-leading professionals
- The opportunity to grow with a firm
- Excellent benefits including an employer-provided saving plan with contribution matching