

Vice President Emerging Market Alternative Asset Sales

Main responsibilities:

- Brings existing Russian/CIS investor base
- Maintains and expands this database of Russian/CIS investors
- Prepares Russian marketing material
- Obtains telephone calls/on site meetings between potential investors and WAM management/portfolio advisors
- Coordinates follow-up and organizes customer relationship system for tracking
- Plans, prioritizes and oversees external/internal IR communications activities
- Takes care that investor requests for information are timely answered
- Pro-actively fosters an open and professional relationship with banks, lenders, creditors, analysts & investors + the media.

Requirements:

- Fluent Russian language – native preferred
- Existing client base in Russia/CIS,
- Excellent phone skills,
- Ability to open doors to Russian/CIS HNWIs,
- Obtain meetings within Moscow branch office or telephone meetings.
- At least 4 years of work experience in financial industry, understanding of the business of an asset management company/hedge funds/alternative investments and some knowledge of English is required.

Benefits:

- Medical insurance
- Schengen multi visa
- Participation in international conferences / investment events
- Friendly multinational environment
- sport room in the office
- Compliance with the Russian labor law

The majority of time spent in the WAM office should be on the phone or in meetings with potential investors in WAM hedge Funds. Compensation for this position is largely focused on performance bonus whereby should the candidate be successful in getting clients to invest; the candidate would receive a portion of the management fee from that investment.

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