

FUTUREGROWTH ASSET MANAGEMENT IS RECRUITING!

We have an exciting opportunity available for a **Business Development Executive: New Business** in our Business Development team.

Futuregrowth is also committed to transformation. A strong preference will be given to suitably qualified previously disadvantaged candidates.

Futuregrowth is also committed to becoming a fully COVID-vaccinated company. A strong preference will be given to COVID-vaccinated candidates.

Business Development Executive: New Business

Are you passionate about business development and are you seeking a rewarding career in fiduciary asset management? Do you have strong communication, organisational and interpersonal skills? Are you a self-starter, detail-oriented and adaptable, with a strong ethical base? Then this position might be for you!

Who is Futuregrowth?

Futuregrowth has been South Africa's leading Fixed Income manager for more than 20 years, with around R193 billion of client assets under management (as at 31 December 2021). We manage a range of fixed interest and development funds and play a leadership role in the asset management industry in South Africa. We are committed to investing our clients' funds in a responsible manner, with the interests of our clients always coming first. Futuregrowth is based in Cape Town and is operating with a hybrid working model: 70% from the office and 30% remotely.

Purpose of the position

- o To develop and implement the new business distribution strategy with the business development team. To represent and enhance confidence in the Futuregrowth brand through building strong prospective client and stakeholder relationships and networks which will result in increased AUM.

Key responsibilities of the position

1. Formulate and implement a New Business distribution strategy that includes but not limited to:
 - o Developing a strategic plan for sales which aligns with business growth objectives;
 - o The development of effective solutions and consultative sales process to ensure clients' needs are accurately met;
 - o Market analysis and evaluation and identifying sales opportunities as a result of market changes;
 - o Competitor analysis and organisation positioning; and
 - o Gather and distribute market intelligence information to the broader organisation.

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/ ASSET MANAGEMENT

2. **Actively execute an effective sales strategy that includes but not limited to:**
 - o Implement the new business sales process: Follow leads, liaise with prospective clients, interact with stakeholders and drive opportunity to conclusion;
 - o Facilitate the development and maintenance of a sustainable new business pipeline;
 - o Identify and develop strategic partnerships to leverage new opportunities;
 - o Identify new markets, develop and implement strategies for future opportunities;
 - o Management of key Stakeholder relationships; and
 - o Facilitate the fee negotiations with consultants and clients and ensuring commerciality of the FG business.

3. **Relationship Management which will include but not limited to:**
 - o Relationship marketing, client engagement and brand building;
 - o Give direction regarding tactical event strategies, hosting events, and networking to grow new business;
 - o Promote the Futuregrowth brand and image by networking with key industry stakeholders; and
 - o Working closely with the marketing team to devise marketing materials and tools to support new business activities.

Knowledge and experience required

Skills, know-how and experience

- o Extensive sales and distribution experience in a financial services (experience in an asset management environment is preferable);
- o A good understanding of or experience in the environment of financial planning, investment consulting, employee benefits consulting and multi-management;
- o A good understanding of and experience in unlisted and alternative assets such as private equity, corporate credit, direct property and renewable energy assets;
- o Experience in client relationship management, marketing, client services; and
- o At least 5 - 8 years working experience in the financial services industry, preferably asset management and in a new business function.

Technical/ professional qualifications

- o BCom degree or equivalent; and
- o CFA qualification will be an advantage.

Key behaviours and competencies

- o A passion for securing new business;
- o Excellent networking skills and a solid existing network;
- o Gaining commitment (persuading, negotiating and mobilising others);
- o Ability to work collaboratively;
- o Strategic thinking and planning;

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/ ASSET MANAGEMENT

- o Tolerance for ambiguity;
- o Analytical and innovative thinking;
- o Judgement and decision making skills;
- o Deciding and initiating action;
- o Fostering collaboration and teamwork;
- o Building and maintaining relationships;
- o Valuing diversity and difference;
- o Client centric;
- o Communicating effectively - Excellent written, verbal and presentation skills;
- o Demonstrating ethics and integrity;
- o Displaying drive and purpose;
- o Stress tolerance;
- o Resilience and adaptability;
- o Good planning and organising skills; and
- o Grit.

Recruitment process and closing dates

Selected candidates will need to attend a series of competency-based interviews/activities and a psychometric assessment.

Contact details

Email: careers@futuregrowth.co.za