



Business Development Managers

Functional Group: Strategic Partnerships
Reporting to: Head of Strategic Partnerships
Campus Location: Opportunities in several international locations
Compensation Structure: Salary plus attractive bonus scheme

Who We Are

Almas is an investment technology and management firm focused on the utilisation of advanced analytical methodologies and technologies to deliver innovative investment returns to its clients. In order to keep ahead of the market, we continue to seek best-in-class talent across all disciplines for our main campus in Stamford CT and our forthcoming offices in Bahrain, Dublin and Singapore.

Role Description

Distribution of our cutting edge investment solutions via our revolutionary technology ecosystem to international financial advisers, wealth managers and other intermediaries is central to our success. The Strategic Partnerships team is responsible for establishing, developing and managing these external relationships and we have exciting plans for ambitious, international growth.

We are seeking entrepreneurial, motivated individuals to make a significant contribution to the team's success and assume responsibility for partnership arrangements in Europe, the Gulf, Asia, Africa and the Americas.

Responsibilities

- Establish, develop and manage partnership arrangements with financial advisers, wealth planners, banks and other intermediaries
- Act as an ambassador for our service proposition with an expanding number of key partners
- Pitching and presenting at partner and industry events and seminars
- Assist our partners to maximise the value they derive from our ecosystem's suite of products and online technology

Required Skills & Experience

- Proven track record of business development and sales success across international and cultural boundaries
- Excellent communication, client-relationship and presentation skills
- Ability to adapt to a fast-paced, constantly evolving environment
- Good knowledge of the investment and international intermediary marketplace would be a distinct advantage
- Highly experienced, professional, polished and confident of achieving sales targets
- Ability and desire to travel nationally and/or internationally on a regular basis
- Collegiate and collaborative team player with natural energy and drive

Method of Application: Send covering letter and CV to careers@almascapital.com