

## 2 Business Closers – Intermediary Sales Team

**Package:** Up to £70k base – OTE £100k ++

**Location:** London

### Summary:

A well respected Investment Management arm of an Investment Banking group is looking for a Business Closer for their Intermediary Business Development team.

### Job description:

Our client offers a comprehensive range of specialist investment and banking services for institutions, private individuals and professional advisors via a personal service with experienced investment professionals.

They have created two positions to cope with the demand of business coming in through their Intermediary sales team. They are looking for FPC and IMC qualified or equivalent individuals with sufficient skills to present and advise on their suite of in-house solutions.

Key requirements:

- Your background and previous focus will ideally be in presenting and converting Private Client Discretionary Fund Management, within an intermediated relationship.
- You will need good knowledge of financial planning advice areas- in particular IHT, Pension, Personal taxation.
- A broad understanding of tax structures used by IFA's- Offshore Bonds, SIPPS, ISA's, QROPS and Trusts
- Multi-asset investment experience including- cash, bonds, equities, hedge funds, commodities, FX, derivatives, structured products.
- Ability to provide advice and demonstrate suitability in all the above areas.
- Proven track record of sales through long term intermediated partnerships.
- Understanding of current industry issues- TCF, RDR & Demonstrable good compliance practice

**Reference:** G010646