

April 2021

Futuregrowth Asset Management is recruiting!

We have an exciting opportunity available in our Business Development team.

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

Business Development Manager

Are you passionate about investments and are you seeking a rewarding career in fiduciary asset management? Do you have strong communication and interpersonal skills, with the ability to build long-term client relationships? Are you highly organised 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 R186 billion of clients' assets under management (as at 31 December 2020). We manage funds across the full range of fixed interest and development funds, and play a leadership role in the asset management industry in South Africa. Futuregrowth is based in Cape Town.

Purpose of position

As part of a team, the successful incumbent will represent the Futuregrowth brand while driving sales, servicing existing clients, seeking new markets and opportunities, and influencing product development. In addition, the incumbent will build confidence in Futuregrowth through strong client and stakeholder relationships and networks, in order to result in increased assets under management.

Key responsibilities of the position

1. Establishing the investor relations capability;
2. Raising capital for each product line as per the set targets (with team support);
3. Retaining existing institutional business;
4. Utilising, embedding and managing clear South African client relationship management systems and processes, while ensuring these optimally support the delivery of strategies;
5. Identifying threats to the existing institutional business and driving appropriate actions to retain these assets;
6. Building and maintaining key client and potential client relationships across the institutional segment;
7. Building and maintaining key stakeholder relationships within the company group; and
8. Operating, maintaining and improving the client relationship management process.

Knowledge and experience required

Skills, know-how and experience

- Ability to understand complex legislation and influence future policy development;
- Understanding of investment products, asset classes, funds and structures;
- Ability to manage relationships with a wide range of professionals over a geographically and culturally diverse region;
- Ability to combine a strategic perspective with the need to act quickly when the situation demands;
- Strong evidence of the ability to close deals;

- Well-established relationships with institutional investors, including pension funds, insurance companies and sovereign wealth funds (and established credibility in the financial services industry in general);
- Ability to operate within a complex organisation while developing and implementing strategies to increase the investor base and drive revenue across multiple complex products;
- Ability to network and present new ideas with confidence to individuals and groups, and to develop the company's position in external meetings and with senior management;
- Diligence in following up on ideas/client intelligence to ensure that the client receives the most appropriate opportunities;
- Ability to give strategic input and advice on feedback from clients/the market on the company's offering, relative to competitors in this space;
- Ability to write articles and provide relevant commentary; and
- The ability to understand that the client life cycle is long so that they can think of long-term sustainable solutions for clients.

Technical / professional qualifications

- Post graduate qualification (BBus Sc/CFA or part thereof);
- 5 years minimum current and relevant experience in the investment industry, with a proven track record in institutional business development; and
- Investment product knowledge.

Key behaviours and competencies

- Display high energy levels with a "can do" attitude;
- Enjoy collaboration and teamwork;
- Have excellent communication skills (verbal and written);
- Have excellent listening skills with strong emotional intelligence;
- Have strong negotiation skills;
- Have excellent planning and organising skills;
- Have strong analytical skills;
- Pay high attention to detail;
- Display good decision-making and judgement;
- Be articulate and confident;
- Be disciplined and diligent;
- Have learning agility (curiosity and willingness to learn); and
- Display drive, purpose and initiative.

Recruitment process and closing dates

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

Contact details

Email: careers@futuregrowth.co.za