

## Director, Intermediary Business

### Job Description:

- Assist the Team Head in retail distribution fund business.
- Implement business development plan and marketing strategies of the retail distribution business.
- Maintain good relationship with existing distributors and expand the distribution network.
- Conduct market research and other supports to assist the team in business development.
- Conduct regular market outlook and product briefings to distributors, including retail banks, IFAs, Insurance agencies, located in Hong Kong.
- Responsible for organizing any related marketing campaigns with clients
- Involve in due diligence and structuring of fund related activities.
- To meet sales targets assigned

### Requirements:

- Degree holder with at least 5 years' proven fund sales and distribution experience in financial advisory and fund house.
- Solid knowledge in fund products, and other kinds of investment vehicles.
- Presentable, result-oriented with strong initiative and drive to succeed.
- Excellent communication and interpersonal skills with high level of proficiency in English, Mandarin and Cantonese. High level of confidence as Public speaker for client and distributor's seminars and conferences.
- At least 10 years' proven fund sales and distribution experience in financial advisory and fund house.
- Able to conduct client seminars, presentation, and deliver regular sales pitch and briefings to clients
- Responsible for organizing any related marketing campaigns with clients
- Good command of spoken and written English, Cantonese and Mandarin
- Familiar with Microsoft Office, Excel, PowerPoint and Chinese word processing

Interested candidates please send your full resume with current and expected salary in MS Word format at [career@vp.com.hk](mailto:career@vp.com.hk). Personal data will be used for recruitment purpose only. Only shortlisted candidates will be notified.