

## Director of EMEA Sales

### Job Description:

- The incumbent will be responsible for the sales, distribution and marketing activities in German-speaking Europe, including but not limited to Germany, Austria, and part of Switzerland and Luxembourg. As such, he will:
- Work closely with Senior Director of EMEA Sales to implement the regional distribution strategy
- UCITS: Marketing and distributing VP's UCITS fund range to wholesale investors (multi-managers, family offices, private banks, etc.) and quasi-institutional distribution channels (banking open architecture, life platforms, etc.) across the region;
  - Work closely with Hong Kong and Singapore-based colleagues in developing and executing a Key Account Management Plan for European and global distribution partners and clients
- Institutional: Direct calling efforts to secure investments through separate managed accounts (SMAs) from institutional investors (pension funds, sovereign wealth funds, endowments, etc.);
- Consultant Relations: Building, enhancing and maintaining VP's relationships with local investment consultants and securing investment ratings where appropriate;
- Client service: Ensuring that the staff (where appropriate), independent trustees, and field consultants responsible for those clients receive regular updates on their portfolios;
  - Assist the client services team in Hong Kong with the on-boarding of new European clients and distributors;
- Brand awareness: Help position VP as a dedicated EM specialist and raise brand awareness among European institutional and wholesale investors, distributors and consultants through participation in select industry events and media relations (thought leadership);
- Contribute to the continual enhancement of product messaging and written materials;
- Regularly document all prospect, consultant, and client interactions in the new CRM system

### Requirements:

- The successful candidate will possess broad knowledge of global capital markets and in-depth knowledge of fund distribution landscape in Germany, Austria and part of Switzerland.
- Interest in the business of investment management, desire to work in a team-based and collaborative environment, and an analytical/problem-solving orientation are required.

- Sound business judgment and strong written and oral communication skills are also a must.
- Candidates should possess a demonstrated record of achievement, capacity for differentiated thinking, strong work ethic, teamwork, and the willingness to work with others.
- A minimum of 8 years of relevant experience within the asset management sector, with exposure to wealth management distributors and prospects
- Direct experience building and managing client relationships within the investment management sector
- Ability to work under pressure in a fast paced environment
- Good sense of humor with a 'can do' attitude
- Fluency in English and German

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.