



## Career Opportunities

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### Senior Marketing/Business Development Professional

#### **Job Description**

A Marketing/Business Development Professional is responsible for generating and maintaining a network of referral sources that provide business opportunities for the firm. The position is to provide a consistent market presence to ensure that the firm has an opportunity to assess all appropriate potential opportunities.

#### **Main Duties**

- Develop and maintain a comprehensive business development program
- Initiate/Maintain contact with referral sources including: commercial bankers, wealth managers, attorneys, accountants, private equity groups
- Establish credibility with referral sources providing timely responses and follow-up as appropriate
- Assist in qualifying new prospects
- Assist in preparing presentation materials for meetings with prospects
- Build a pipeline of new opportunities

#### **Job Requirements**

- Must have 3-5 years relevant and successful industry marketing experience
- Demonstrated ability to effectively communicate with referral sources and potential clients
- Self-starter, motivated; ability to network and constantly expand business contacts
- Prefer someone with an existing relevant business relationships
- Series 7 license preferred but not required

#### **Compensation**

- Competitive base salary
- Commission incentive plan