

PROSPR

ALIGNED

Position Description:

Senior Managing Director, Investment Solutions

Prospr Aligned, (Remote) Liberty, MO

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Prospr Aligned, a leading investment consulting company, is seeking a visionary Managing Director to steer its growth, strengthen client relationships, and drive innovation in investment strategies. The ideal candidate will possess exceptional leadership, financial expertise, and strategic acumen to align the company's operations with its mission of delivering tailored investment solutions. This role is ideal for a leader who embodies our ethos of value-driven capital returns and who can navigate the complex landscape of local and state governmental financial sectors.

Key Responsibilities:

- **Client Relationship Management:** Act as a chief liaison for our clients, ensuring exceptional service and enhancing client loyalty through problem-solving and engagement.
- **Prospect Database Development:** Build and refine a prospect database to identify and cultivate new client relationships, with an emphasis on opportunities within state and governmental sectors.
- **Marketing Material Management:** Collaborate with our marketing team to craft materials that clearly communicate our value proposition, tailored to the needs of public sector clients.
- **Client Engagement:** Proactively engage with prospects, particularly in the public sector, demonstrating an in-depth understanding of our services and our commitment to ethical investment.
- **Sales Leadership and Sales Call Coordination:** Lead the organization and management of sales calls, focusing on senior leadership within state and governmental financial offices.
- **Flexible Work Approach:** Willingness to travel and adjust hours to meet the unique needs of clients in the public sector, attending events and seminars that are pivotal to this demographic.
- **Outbound Sales Initiatives:** Drive outbound sales efforts, focusing on high-level engagements state officials, foundation leaders, family offices, and private sector leaders.

- **Inbound Inquiry Handling:** Respond to inquiries with a focus on public sector needs, ensuring high satisfaction and tailored solutions.
- **Market Research:** Conduct targeted research to identify emerging trends and opportunities within the state and governmental financial sectors.
- **Marketing Support:** Aid in developing investment marketing strategies that appeal to state and governmental agencies.
- **Event Participation:** Represent Prosper Aligned at key industry events, especially those attended by state and governmental officials, to strengthen industry relationships.

Qualifications:

- Minimum of 5 years of experience in client relations, business development, senior level government service, or sales within the investment management sector, preferably involving public sector clients.
- Exceptional leadership and interpersonal skills, with a track record of motivating teams and achieving business objectives. Management experience with direct supervision of key employees a plus.
- Experience in state government service, such as a state treasurer, state auditor, or other financial officer roles, highly regarded.
- Demonstrated the ability to organize effectively and maintain a client-first approach in complex sales environments.
- Advanced proficiency in MS Office applications; adept at creating compelling presentations tailored to public sector officials.
- Excellent verbal and written communication skills, capable of engaging effectively with both public and private sector clients.
- Self-motivated leader who consistently meets or exceeds performance expectations.
- Willingness to acquire a deep knowledge of our product offerings, especially as they relate to value-aligned and public sector investment.
- Bachelor's degree in finance, economics, business, or a related field; MBA or CFA certification is preferred.

What We Offer:

- Competitive compensation package, including a base salary plus performance bonuses.
- Comprehensive benefits including health, dental, and vision insurance.
- Generous paid time off and holiday schedule.
- Opportunities for professional growth and leadership within a visionary company.