

JOB TITLE	BUSINESS DEVELOPMENT MANAGER
REPORTS TO	GENERAL MANAGER
<p>JOB PURPOSE: The position is responsible for reviewing current market trends in order to propose new business ideas that will help OAML obtain financial growth and better brand recognition.</p>	
<p>KEY TASKS, DUTIES AND RESPONSIBILITIES</p> <ul style="list-style-type: none"> • Build relationships with Orient Asset Managers Limited affiliate companies with the aim of generating new business from their customers. • Planning and prioritizing personal sales activities geared towards achieving agreed business targets. • Maintain and develop new customers through appropriate prospecting sales methods, and relevant internal liaison, to optimize quality of service, business growth, and customer satisfaction. • Manage and retain clients through a thorough and professional customer service. • Provide financial advice to high net worth clients according to their requirements and risk profile, as well as the performance of the specific portfolios. • Carry out a detailed-fact find review of the potential high net worth clients and recommend appropriate investment products. • Respond to and follow up sales enquiries. • Report on weekly sales according to organization requirements. • Provide adequate training to intermediaries and business partners. • Assist in the formulation of operating plans within the marketing and business development unit. • Assist in the development of new products in the asset management business. 	

REQUIREMENTS

- A Bachelor's degree in Marketing, Sales or any other business related degree from a recognized university.
- Diploma in Marketing, Sales or equivalent.
- 7 years relevant experience in sales or marketing, 5 of which should be in the financial services sector.

HOW TO APPLY:

If you are interested in the position and have the required qualifications, skills and experience, kindly [Click Here](#) and apply on or before **Tuesday, August 20, 2024**.