

About Xponance

Xponance is a registered multi-strategy investment firm with approximately \$13 billion in assets across multiple strategies. Our entrepreneurial culture is driven by the company's dual objectives of serving clients as a trusted and value-added solutions partner, with investment excellence generated by diverse and entrepreneurial professionals. We strive to be an industry leader and "force-multiplier" for diversity and client engagement. Xponance offers actively managed global, international, and emerging market equity strategies via a multi-manager structure; internally managed active US fixed income, systematic equity, active and passive equity strategies; and diverse and emerging and woman owned alternative GP Seeding and Staking strategies. Our technology subsidiary, Aapryl, LLC, offers a web-based analytical platform that assists asset owners in portfolio, asset manager and risk due diligence as they seek external partners to fulfill their fiduciary duties.

Opportunity –Director, Business Development & Consultant Relations

Xponance is seeking to fill the role of a Senior VP & Director of Business Development & Consultant Relations. The candidate will work collaboratively with the Managing Director, Head of Distribution, and other members of the distribution team and across the firm, to source and nurture investor relationships and opportunities by engaging with Institutional Consulting firms and direct asset owners. In addition, the candidate will be expected to assist the team with client retention efforts. through engagement with field consultants that impact existing client relationships.

Principle Responsibilities

- Develop & implement strategic plan to attract direct institutional investors to Xponance (i.e., Public, Corporate, Endowment & Foundations, Family Office/Private Wealth).
- Hands on & direct consultant relationship management with assigned firms (c-suite and research for product approvals) and field consultants (particularly those related to corresponding clients); drive formal or informal ratings, OCIO placements, and other new business opportunities through this critical & leveraged advisor community.
- Confidently articulate Xponance value propositions and processes in leading finals presentations & due-diligence exercises to audiences with widely varying levels of investment sophistication.
- Participate in the development and launch of commingled structures (such as CIT's) designed for defined contribution and other asset placements.
- Contribute to the continuous development and improvement of standard marketing materials and presentations.
- Participate in the RFP processes of the firm to ensure quality and timeliness of responses.
- Maintain macro and micro knowledge of marketplace dynamics to advantage both sales and client retention efforts.
- Lead presentation prep and debrief meetings to insure highest level of engagement and success.
- Accurate and timely record keeping through CRM (Salesforce) to share client intel, opportunity pipelines, etc.
- Share feedback from client, consultant, and marketplace engagements with internal teams in the development of blogs, commentary, white paper, and other thought leader collateral designed for external consumption
- At all times, represent the firm internally and externally in a matter consistent with the firms' mission and at the highest level of integrity

EXPERIENCE & ATTRIBUTES:

The optimal candidate will have the following experience and attributes:

- 10+ years of experience in direct sales and consultant relations with a demonstrated track record of new business development and retention.
- Established relationships with Institutional Investors and key consulting firms.
- Deep & active marketplace and product knowledge across domestic, international, and global equity, Domestic Fixed Income & private equity asset classes.
- Strategic thinker who possesses an entrepreneurial drive, competitive spirit, and ability to pursue the “win”.
- Thrives in a highly collaborative, client-centric boutique environment that inspires confidence and humility.
- Has ability to work effectively independently; a self-starter who relishes in ‘rolling up their sleeves’.
- Acts with a sense of urgency and has proven time management, planning and organizational skills. Ability to work under pressure and meet deadlines.
- Effective & proactive communication skills and style: strong verbal, written, presentation, and listening abilities. Comfortably interacts with prospects, consultants, and clients.
- Bachelor’s Degree (BA or BS required), CFA or CAIA (preferred), Master’s Degree (preferred).

Candidates interested in the Director; Business Development & Consultant Relations can forward a resume to: careers@xponance.com.