

National Manager / Senior Business Development Manager – Adviser Services (Melbourne based)

BetaShares is one of Australia's leading Fund Managers of Exchange Traded Funds ("ETFs") and related products. ETFs have been one of the fastest growing categories of investment products in the world over the last decade and the Australian market is set to continue growing strongly in the coming years. BetaShares currently manages \$2.8billion across 28 funds and the business intends to significantly expand this offering.

ETFs are traded on the ASX like any share and deliver transparent exposure to a broad range of market indices and asset classes including Australian and international equities, cash, commodities, currencies, income strategies and alternatives.

BetaShares is part of the Mirae Asset Global Investment Group (Mirae). Mirae is one of Asia's largest asset management firms. Mirae currently manages in excess of US\$90billion, including over US\$10billion globally in ETFs.

Role Summary

BetaShares is seeking an energetic, driven and self-motivated sales professional to establish and grow relationships with financial advisers nationally. As a key contributor within the Australian sales team, you will introduce the benefits of BetaShares ETFs and provide ongoing client services and support to financial advisers. The role will be Melbourne based, and will require regular regional and interstate travel.

The role reports to the Director of Sales – Institutional Business and National Accounts.

The role will be based in the Melbourne CBD, and will involve establishing the office.

Responsibilities

Key responsibilities of this role will include:

- Execute sales activities in the adviser channel for specific regions and/or an adviser panel as assigned by the Director of Sales to achieve assigned net-revenue targets. Adviser panel will include both IFAs and leading advisers within national groups.
- End-to-end sales process execution i.e. prospecting, booking meetings, conducting meetings and all follow-ups.
- Lead identification, follow-up activity, client profiling and setting up meetings.
- Exceed the minimum sales activity target which includes calls and meetings.
- Cultivate and manage client relationships by ensuring that BetaShares provides exemplary services to clients
- Position investment ideas and portfolio construction principles to demonstrate the benefits of BetaShares products in client portfolios.
- Consistently strive to raise the profile of BetaShares as a company and the investment solutions it provides.
- Proactively organise seminars/webinars, conferences and PD day participation
- Manage an efficient schedule to be in constant engagement with new and existing clients, coordinate collateral for meetings and engagements
- Capture sales activities and track the progress of sales opportunities in CRM, prepare regular management and pipeline reports
- Embody a high degree of integrity and always act within compliance of the Industry regulations.

Additionally, there is scope and possibility to be involved in the Institutional client segment.

Key skills and experience:

- B Com, B Bus, B Ec. or other tertiary qualifications essential. Post-graduate qualifications will be highly regarded.
- 5+ years of previous experience in the financial services industry, with a primary focus on adviser sales
- Strong sales skills, interpersonal skills and presentation skills
- Experience working within planned monthly sales activity targets and contributing to a sales target.
- Knowledge of the portfolio construction processes and asset allocation as applied by advisers. Knowledge and interest in financial markets.
- Highly organised and able to multi-task
- Exceptional verbal and written communication skills
- Proficiency in Word, PowerPoint, Excel and CRM technology.
- Experience in fund analytics, portfolio blending, quant methodologies will be highly regarded.
- Strong character and professional references

To apply for this role or to find out more information, please email your CV to careers@betashares.com.au. Your interest will be treated with strict confidence.