

Business Development Manager, Financial Services - Hong Kong

- Based in Hong Kong

- Salary Package: Negotiable, base plus commission

ERLMS Limited is a professional management consulting firm specialising in providing Business Management Tools, and Organisational, Human Resource Management Consulting and Executive Search Services to companies worldwide.

Our client, an internationally operated financial services institution holds one of the strongest brands and reputations in the global marketplace. Specialising in the high net worth market, the group advises individual, corporate and institutional investors in the fields of financial planning, funds management, equities, retirement and investment banking solutions.

The group's exceptional performance has created an opportunity for a driven Business Development Manager to join the growing private wealth management operation.

Reporting to a Senior Account Director, your primary role includes:

- Develop strong relationships with financial planners.
- Identify and develop new business opportunities.
- Participate in client meetings.
- Develop and deliver product presentations.
- Support management and product development team in the development of products and services.
- Lead and manage a team of 4 business development staff.
- Ensure all aspects of the portfolio performance are closely monitored.
- Work closely with the Account Directors to meet client request.

Work Experience and Skill Requirements from the individual:

- Degree qualifications advantageous.
- A proven sales background and focus in a financial products and services.
- Demonstrated exceptional communication skills.
- Demonstrated desire to succeed.
- Have a strong knowledge about financial markets.
- Have a passion for sales and an eye for new business opportunities.
- Good spoke English and Chinese.

To apply, please email your resume with a covering letter explaining your suitability for the position to ERLMS Limited on executivesearch@erlms.com. Please also indicate your current and expected salary package.

ERLMS Limited

Management Consulting & Services

All information collected is solely for recruitment purpose and will be treated in the strictest confidence.