

**BUSINESS DEVELOPMENT ASSOCIATE
in MUTUAL FUND DATA AND RESEARCH FIRM – HONG KONG**

Strategic Insight (SI), a provider of research, databases and analysis to over 250 of the largest mutual fund management and distribution companies around the world, is looking for an extremely capable and motivated business development associate in our Hong Kong office.

In this very important role, you will be involved in all aspects of selling SI's products to mutual fund companies throughout Asia to meet sales goals.

RESPONSIBILITIES:

- Manage the process of sales opportunities from start to finish, including setting up and organizing client meetings, preparing and giving sales presentations, follow-up activities, contractual negotiations, and closing of sales.
- Work with clients to respond to research and consulting inquiries in coordination with our analysts
- Produce marketing and research materials
- Liaise with Europe and US teams to coordinate multinational relationships
- Work with accounting department to generate invoices and track payments

REQUIREMENTS:

- Must have 2+ years of experience in the mutual fund industry. If your role was either in product development or competitive strategy at a mutual fund company it is a plus. Or, if your role was selling industry level research or database products to mutual fund companies, it is also plus.
- High achievement in prior work experience and educational pursuits (Bachelors degree required)
- Exceptional writing and communication skills and the ability to interact with a wide range of individuals up to senior-level management
- Self-motivated, ambitious, personable, detail oriented, and inquisitive
- Proficiency in MS Outlook; PowerPoint, Excel, and web applications a plus

The position is in Hong Kong.

Interested applicants should email Sharon Jautz: sjautz@sionline.com