

Senior Client Relationship Manager, Strategic Insight- London

For more than 25 years, Strategic Insight (SI), an Asset International company, has anchored competitive research and business intelligence at the heart of the mutual fund industry, now nearly \$30 trillion worldwide. Our core mission remains strengthening the mutual fund industry overall, and helping each of our clients succeed in the global marketplace. Our London office supports our dynamic work in markets in the UK and Europe. Asset International is a B2B global information and technology company in the finance vertical; it features a diverse set of revenue streams: electronic data, tools, online media, research, and events.

Strategic Insight has an immediate opening for a highly qualified Senior Client Relationship Manager. Superb client service is a hallmark of SI's business. In this role you will focus on large and/or complex client relationships. This includes:

- Reaching and working with accounts at a high level of their organization, and overseeing the totality of their relationship with SI.
- Speaking intelligently about industry events and trends that are relevant to that client, as well as about all SI published research and to present AI's integrated product offerings across divisions
- Maintaining an understanding of the business situations (mergers, cutbacks, new developments, etc.) in which key firms operate. Anticipating possible impacts on SI's relations with the client.
- Assuring that critical information is shared within SI and AI as appropriate, including additional services and/or companion product opportunities at the client's.
- Perform research and analytical work in response to client needs or to support SI's own research.
- Mentor earlier stage Client Managers with regard to best practices and mutual fund industry knowledge.

Experience and Qualifications:

- Highly developed client relationship skills and experience managing client relationships.
- (Ability to acquire) Solid knowledge of SI's products and services, as well as very good knowledge of Asset International's offerings
- Ability to work independently and collegially
- Strong written and verbal communication skills; influencing skills, ability to communicate professionally and effectively with clients.
- Proficiency in MS Office. Knowledge of or ability to learn Simfund MF.
- Bachelor's degree required. Masters degree in Finance or related discipline preferred.
- Minimum five years mutual fund industry experience.
- Preferred: Knowledge of European/Off-shore fund business.

Interested applicants should email a cover letter, resume and salary requirements/history to: careers@assetinternational.com

Asset International Inc. is an equal opportunity employer committed to workplace diversity

This job description in no way states or implies that these are the only duties to be performed by the employee(s) incumbent in this position. Employee(s) will be required to follow any other job related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments