

## Senior Client Service Manager – New York

For more than 20 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. Asset International is a B2B global information and technology company in the finance vertical; it features a diverse set of new revenue streams: electronic data, tools, online media, research, and events.

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

- Reaching and working with accounts at all levels of their organization, and understanding their existing business relationship with SI.
- Performing research and analytical work in response to client needs using SI tools.
- Mentoring the NY-based client service team.
- Speaking intelligently to clients about industry trends that are relevant to that client, as well as about all SI published research and to present AI's integrated product offerings and capabilities as appropriate.
- Maintaining an understanding of the business situations (mergers, cutbacks, new developments, etc.) in which key firms operate and anticipating possible impacts on SI's relations with the client.
- Assuring that critical information is shared within SI and AI as appropriate, including additional product or service opportunities at the client.

### Experience and Qualifications:

- Knowledge and experience working in or monitoring the U.S. mutual fund industry including highly developed fund analytical skills. Specific product knowledge includes mutual funds and ETFs.
- Knowledge of variable annuities, UCITs, off-shore funds and the European and Asian fund industries is a plus.
- 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 AI's offerings.
- Ability to work independently and collegially with SI teams around the world.
- 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 databases.
- Bachelor's degree required. Masters degree in Finance or related discipline preferred.
- Minimum five years mutual fund industry experience.

**Interested applicants should email a cover letter, resume and salary requirements/history to:**  
[jobs@assetinternational.com](mailto:jobs@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