



Director of Business Development

Firm Description

Prime Quadrant is an investment research and consulting firm that empowers family offices and ultra-high net worth investors to become the most effective stewards of capital and capital allocators they can be. Our culture is collaborative, principled, innovative, and warm. We love the work we are privileged to do, the wonderful group of clients we are fortunate to serve and the exceptional and talented team we have assembled. We been on an aggressive growth trajectory for the last several years, and as a result, are now looking for a Director of Business Development to bring more discipline, strategy and scale to our growth.

Role Description

As a tenacious and motivated individual, the Director of Business Development will shape, drive and execute the firm's business development strategy. Working closely with the CEO, the role of the Director of Business Development will be to nurture existing relationships and build new relationships to accelerate Prime Quadrant's growth trajectory.

The ideal candidate should have experience in financial services and/or professional services, with an emphasis on business development within the high (HNW) or ultra-high net worth (UHNW) segment of the market. In the short term, this position will involve planning, directing and executing of Prime Quadrant's business development strategy, however, ultimately, this role would include the staffing and management of a dedicated business development team to execute on Prime Quadrant's long-term vision.

Required Qualifications

- Bachelor's degree or equivalent; Master's degree highly desired
- Background in financial services or wealth management, with proven experience in building meaningful relationships with high-net worth and ultra-high net worth families
- Minimum of 10 years of relevant business development experience, and a track record of progressing across the sales life cycle experience – from lead generation through to timely closing
- Excellent written and verbal communication skills
- Ability to prioritize many competing interests or multiple simultaneous opportunities.

- Willingness to travel nationally or internationally, as required
- Strong proficiency with Outlook, Word, Excel, and PowerPoint
- Demonstrated effective use of CRM applications (e.g. Salesforce)

Additional Desired Qualifications

- Strong demonstrated presentation skills
- Ability to synthesize financial industry or economic trends and turn them into opportunities to engage prospective clients
- Meticulous attention to detail with strong time management and project management skills
- A track record for consistently exceeding revenue goals
- Fluency in French (preferred, but not necessary)
- Experience with consulting firms and/or consultative business development techniques
- Proven track record of hiring, building, and managing high performing business development teams

Your Traits

- Embody Prime Quadrant's **PATH** - **P**urposeful, **A**uthentic, **T**enacious and **H**umble
- Focus on the needs of prospects/clients above all, becoming somewhat of a trusted advisor to them
- Employ extraordinary problem solving or analytical skills and strong business acumen
- Maintain a positive open demeanor, encourages different points of view, is thoughtfully responsive, recognizes the contribution of others, fosters teamwork and collaboration
- Provide nurturing guidance, coaching and expertise to a variety of stakeholders at all levels
- Act with urgency, but communicate with patience, tact, confidence and thoughtfulness.
- Ability to adapt to (and influence) a diverse set of stakeholders and communication styles
- Ability to share/embrace new ideas as well as to consider creative solutions to challenges
- Actively collaborate with other departments and individuals in executing on the strategy
- Dedicated to continuous development and improvement, and willingness to learn/adapt to new technologies as required
- Confident and comfortable in dealing with UHNW investors and Canada's top entrepreneurs
- A team player with energy, initiative and humour who enjoys a fast-paced environment
- Impeccable integrity with strong work ethic and tireless dedication to achieving excellence
- Warm, out-going personality that treats every individual with respect, graciousness and generosity



Your Role

- Work with the CEO to develop a comprehensive business development strategy to meet (or exceed) Prime Quadrant's growth objectives.
- Generate new business opportunities and locate new prospects for Prime Quadrant
- Support the creation of a collective culture of business development in the firm and systematically assess existing clients' networks to leverage their contacts
- Attend social events that foster networking with our target audience to expand our prospect list
- Ensure proper utilization of the firm's CRM system, managing prospect research and pipeline
- Lead the production of any presentations, proposals or RFP responses, marketing collateral or educational resources to expand the reach of Prime Quadrant's thought leadership
- Calibrate existing business development initiatives and work to improve their effectiveness/efficiency
- Assess the competitive landscape and identify business development tools that support Prime Quadrant's growth strategy
- Support the development of growth forecasts and revenue projections
- Develop, maintain and manage a strategy for engaging chief centers of influence (COIs) in providing a stream of steady referrals
- Ensure effective positioning of Prime Quadrant's value proposition, services, and competitive advantages in the market

Reporting & Start Date

This role reports to the Chief Executive Officer and will be open as of January 2020.

To express interest in this opportunity or for more information, please email Ashley Faintuch at afaintuch@primequadrant.com. Please note that while we appreciate hearing from all qualified candidates, only those applicants whose background and experience align with our requirements will be contacted.

Prime Quadrant is committed to fair and accessible employment practices and we are committed to providing accommodations for persons with disabilities. If you require accommodations in order to apply for any job opportunities, or require this posting in an additional format, please contact us at careers@primequadrant.com or call 647 749-4118. If you are contacted by Prime Quadrant regarding a job opportunity or testing and require accommodation in any stage of the recruitment process, please use the above contact information. We will work with all applicants to determine appropriate accommodation for individual accessibility needs.