



SENIOR INVESTMENT ADVISOR/ BUSINESS DEVELOPMENT MANAGER

Bermuda Investment Advisory Services Ltd. (BIAS) is a dynamic, growing company that provides full investment advisory and asset management services to companies, trusts, and private clients. We are looking for a Senior Investment Advisor/Business Development Manager with proven success in identifying and developing new sales opportunities while maintaining existing clientele.

Key Responsibilities Include:-

Business Development:

- Build and expand networks with business communities in Bermuda, Cayman and British Virgin Islands.
- Identify key relationships in Local, Trust and Captive Insurance Companies.
- Prospect and generate leads and turn qualified prospects into clients.
- Responsible for new business acquisition and growing existing business incrementally.
- Identify and develop new market opportunities.
- Deepen/further existing relationships with clients.
- Make presentations to clients and prospective clients.

Portfolio Management:

- Manage a portfolio of high net worth clients using relationship, sales and management skills.
- Prepare periodic reports for existing clients as well as proposals for prospective clients.
- Document client communications in contact management software (ACT!).
- Supervise the preparation and maintenance of all paperwork necessary regarding trades, transactions and client documents.

Educational and Work Requirements Include:-

- A university degree, preferably in commerce, finance or economics.
- An appropriate investment qualification (CFA preferred) with a minimum of 7 years' experience in developing and maintaining corporate and private client relationships.
- Existing business relationships (non-restricted) in offshore centres.
- Strong written and verbal skills are essential.
- Experience in successfully leading other investment advisors is preferred.
- Ability to travel, to work without supervision and the willingness to work long hours if necessary.
- The individual must be energetic, visionary and willing to relocate to other offshore jurisdictions if required
- Strong PC skills, particularly with database and spreadsheet applications.

If you are looking for a rewarding and challenging career, please submit a detailed resume to:

Human Resources, Bermuda Investment Advisory Services Limited
Wessex House, First Floor, 45 Reid Street, Hamilton, HM12, Bermuda
email: hrrecruiting@bias.bm

Closing Date: October 28th 2013

BIAS is an equal opportunity employer
Licensed to conduct investment business by the
Bermuda Monetary Authority