

Head of Marketing & Client Service

Pillar Capital Management Limited ('Pillar'), is a growing insurance and investment management company in Bermuda that manages an affiliated class 3 reinsurer, along with affiliated investment funds and third party capital (the 'Funds'). The Funds invest in traditional (re)insurance and financial market instruments whose performance is driven by underlying non-life insurance risk.

Pillar is recruiting an experienced Head of Marketing & Client Service. The Head of Marketing and Client Service will report to and work closely with the CEO and CFO & COO in the growth of assets under management and overall firm profile with investors.

Key Responsibilities:

- Overall responsibility for global business development (ie raising capital/AUM), client service and marketing infrastructure for the firm.
- Develop and implement a strategic plan for global marketing to institutional investors.
- Develop a relationship with all existing investors of the firm.
- Continued build out of institutional client service infrastructure and CRM system required by large sophisticated investors.
- Targeted objective to broaden and diversify existing investor base towards public and private pensions, endowments and foundations, fund of funds, and major family offices.
- Develop and implement strong consultant relations program to gain acceptance of major hedge fund advisors.
- Responsible for the firm-wide contact management system for all reporting and communication with existing and prospective clients.
- Enhance presentation "pitch" books of existing funds and create marketing profiles.
- Assist senior management with ad hoc projects.

Minimum Qualifications, Skills & Experience:

- A minimum of eight to ten years of institutional marketing and capital raising experience. A meaningful balance of this experience should be within a hedge fund platform, or specifically within the ILS sector.
- Have the ability to provide a proven track record of raising material capital from institutional investors over a consistent period of time.
- Prior experience in the development of both a CRM system and strategic plans.
- Possess a comprehensive macro understanding of global markets. The most appropriate candidate must be capable of communicating with potential investors on relevant issues such as risk, asset allocation, portfolio strategy and positions.
- Demonstrable success networking with the mainstream consultant community, and in particular with hedge fund consultants and the alternative investment consultant community.
- Demonstrable success in gathering assets in the pension, endowment and foundation market segments over a sustained period of time.
- Prior experience with an SEC RIA including an understanding of compliance issues related to marketing is essential.
- The ability to understand the ILS space, and to thoughtfully differentiate the Pillar investment thesis from those of their competitors.
- Exceptional communication, both oral and written, and interpersonal skills.
- Strong conceptual, analytical, and market knowledge.
- Strategic self-starter, able to lead in a convincing/pragmatic fashion while having the ability to operate autonomously.
- Ability to rapidly build trust with all colleagues and investors.
- Self motivated individual who can work effectively in a very small team environment.
- Willingness to work overtime as required.
- Extensive international travel is required.

The successful candidate will be required to adhere to all aspect of the Pillar's code of conduct including but not limited to reporting of personal trading activity and social media monitoring. In addition, the successful candidate may be subject to background and police checks.

Interested applicants please submit a detailed resume along with two employment references to: Belinda Wright at Belinda.Wright@conyersdill.com or in writing to: Conyers Dill & Pearman, P. O. Box HM 666, Hamilton HM CX. T: 295-1422. Closing Date: 26 June 2015