

Corporate Development

Market Development

(Associate/AVP/VP)

Role Summary:

The primary responsibility of the Market Development role is to identify opportunities, foster relationships, and develop partnerships with institutional clients.

Key Responsibilities:

- Develop and implement strategic sales plans to target and engage institutional clients, including investment banks, brokerage firms, asset and wealth management companies, product issuers, and market makers.
- Build and maintain relationships with key decision-makers and stakeholders within the target market.
- Prepare materials to support engagement with clients and investors.
- Collaborate with internal teams, including portfolio managers, client service professionals, and operation and technology teams to ensure the delivery of exceptional client services.
- Stay updated on market trends, competitor analysis, and regulatory developments that may impact institutional clients.
- Represent the firm at industry conferences, seminars, and other networking events to enhance brand awareness and generate new business opportunities.

Skills, Qualifications, and Experiences:

- University degree holder, preferably in Finance / Economics or related disciplines.
- Minimum 3 years of relevant experience in the financial industry, preferably in investment banking / wealth management.
- General understanding of investment products and financial markets.
- Possess strong communication and interpersonal skills, with the ability to articulate complex investment concepts effectively.
- Capable of possessing a high-level vision of the overall group strategy and being detail-oriented at the same time.
- Excellent command of written and spoken English and Mandarin Chinese, fluency in Cantonese will be a plus.

Work Location: Hong Kong SAR / Macao SAR