



Distribution & Sales - Funds

London | Remote

ILA & Partners

Sustainable & Impact Investing (S&II) is fast becoming the most relevant strategy and opportunity, with a 38% growth in the last two years alone, to create returns while making a difference in the world from a social and environmental perspective. However, there exist limited sustainable investing products and pure play fund platforms for mission aligned asset owners to work with.

ILA & Partners is seeking to address this gap and opportunity. Our immediate and long-term vision is to build an investment management firm and platform focused exclusively on Sustainable & Impact investing. The ultimate goal is to have a minimum of 5 funds to operate under one Sustainability & Impact theme during the next 5 years.

To support our efforts and grow our impact, we are looking for committed professionals with values aligned to ours to help us build our Distribution & Sales, to manage relationships with clients, including institutional investors, family offices, wealth managers, and other distribution partners. We are building the most committed and informed network of sustainable investors.

ILA & Partners today

ILA & Partner's Mission is to facilitate and accelerate the transition of capital to S&II.

- Through our advisory business we provide strategy, product and measurement advice to investment firms transitioning to S&II.
- We focus on Investment Managers that want to transition into S&II, in order to generate and protect alpha, increase returns, and manage risks.
- Our Advisors & Partners form an insightful and outstanding team, with extensive experience, great reputation, and a large network across all levels of stakeholders.
- We are focusing mainly on helping the transition of capital, by working directly with investment firms and also by creating awareness and educating the market through initiatives we support.

We have a transparent, open and fair corporate culture.

Description:

ILA & Partners is building an outstanding distribution and sales team focusing on investors interested in achieving market returns while creating a net-positive impact.

If you are committed to leveraging your network and skills to make a difference to clients and have an impact in our world, please reach out to discuss further.

We have developed a proposition of interest to different types of investors and profiles, at various levels and ticket sizes. We are initially focusing on the UK and Europe.

Key responsibilities:

- Lead Distribution and Sales efforts;
- Develop new client relationships and support existing relationships;
- Provide new business development, technical sales support and strategy;
- Attend industry events and conferences to generate and convert new business;
- Collaborate internally and identify key areas for improvement in the sales process;
- Partner with product management to identify product gaps or enhancement ideas and contribute to the development of long-term product strategy aligned to our vision.

Your profile:

- Strong network with a track record of achieving sales targets and driving growth;
- A passion for sustainable investments and connection to ILA & Partners' mission;
- Experience in Sustainable Investing is a plus, but most important is a real interest to help clients to transition into Sustainable & Impact investing;
- At least 5 years working experience in similar business role within financial services - Asset Owners, Institutional Investors, Asset Management, Wealth & PB;
- Knowledgeable of investor demands and industry regulations;
- Extensive knowledge of investment products and finance, ideally dealing with Multi-Asset Funds (i.e. Global Equities, Credit, PE);
- Focus on asset owners and consultants advising them, with a strong history in, and knowledge of the institutional marketplace, particularly pensions, endowments and foundations.
- Committed to making a difference with a growth mindset;
- Team-player and capable stakeholder manager;
- Successfully operates in a cross-cultural environment;
- Excellent communication skills and emotional intelligence-oriented approach;
- Fluent in English, both orally and in writing is required;
- Preferably holds relevant university degree or CFA charter holder;
- Willing to travel internationally when required.

Reach out:

If you want to join a firm to really make a difference, please apply via LinkedIn in the first instance.

If you feel confident that you are the right person, please apply directly here:
<https://bit.ly/ILAteam>

ILA & Partners is an equal opportunities employer and welcomes all applications.