



# DRY ASSOCIATES LTD

## *Investment Group*

### **PENSIONS BUSINESS DEVELOPMENT MANAGER.**

Dry Associates Limited a Retirement Benefits Authority (RBA) licensed company seeks an individual with at least three years' experience in business development within the financial services industry and in particular the Pensions industry.

#### **The ideal candidate must: -**

- 1) Possess an undergraduate degree in Actuarial Science, Finance or Economics.
- 2) Have knowledge and experience in the procedures for setting up Retirement Benefits Schemes
- 3) Have a good understanding of the retirement benefits regulations.
- 4) Possession of good presentation skills for presenting the why's and how's of setting up a Pension Scheme.
- 5) Have marketing skills to develop new business.
- 6) Proven track record
- 7) Self-motivation and enthusiasm

Knowledge of the RBA reporting and compliance requirements will be an added advantage

#### **General responsibilities: -**

- Marketing for new business.
- Driving pension sales by identifying and developing business opportunities as well as maintaining key client relationships in line with the business' strategic goals.
- Preparing proposals to respond to formal Requests for Proposals (RFPs) for fund management services and corporate pension plans.
- Establishing an active marketing program that continually contacts organizations without pension schemes.
- Maintain high customer service standards with the existing Pension clients.
- Expanding the Assets under Management (AUM) of the pensions department by 50% every year.
- Increase overall pension department revenue by at least 10% per year.

If you wish to apply for this position, please email a current CV and a cover letter indicating your current remuneration to [careers@dryassociates.com](mailto:careers@dryassociates.com).

Please note that ONLY shortlisted candidates will be contacted.

For more information on our company visit [www.dryassociates.com](http://www.dryassociates.com)

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