

United Arab Emirates Jobs Expertini®

VP / Director, Institutional Sales - GCC

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Company: Michael Page International (UAE)

Location: dubai

Category: other-general

Dubai Permanent GCC Institutional Sales About Our Client Our client is a multibillion-dollar regional asset manager. Job Description The primary responsibility of the VP / Director Institutional Sales is to identify opportunities and develop relationships with family offices, institutional investors and distribution channels in assigned regional markets. The candidate will: Identify and cultivate prospects and/or clients primarily in the GCC region. Leverage the organization's relationship with existing family offices and institutional accounts by developing and executing proactive, creative, and ongoing engagement. Raise funds across asset classes; a specific focus within alternatives (private equity, real estate) would be preferred. The Successful Applicant Minimum of 7 /10 years of relevant professional working experience within institutional sales. Relevant experience marketing Private Equity and/or Real Estate will be preferred. Must have demonstrated ability to create sales/relationship opportunities with clients, prospects, and consultants in the GCC market. Must have excellent sales skills and in-depth product and broad investment knowledge. Must have the minimum of a Bachelor's degree; MBA and/or CFA is advantageous. AED25,000 - AED27,000 per month (AED300,000 - AED324,000 per year) Michael Page International (UAE) Limited, Registration No. 0207 a DIFC registered company. Al Fattan Currency House Tower -1. Dubai International Financial Centre (DIFC)., Office No. 202, Dubai, #J-18808-Ljbffr

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