STRαTEGIC
INVESTMENT GROUP®
INNOVATION • EXCELLENCE • LEADERSHIP

aiCIO INDUSTRY INNOVATION AWARDS 2011 *Winner*

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Strategic Investment Group (Strategic) provides fiduciary investment outsourcing solutions for institutional and private investors. Founded in 1987, we are among the oldest and largest dedicated firms in this competitive and rapidly expanding universe. Our proprietary process combines active portfolio management, rigorous risk management and open architecture manager selection. Strategic functions as our clients' investment partner and co-fiduciary, effectively becoming an extension of their resources. Clients are free to focus on their core businesses while we focus on providing the highly specialized portfolio management expertise clients need to meet their investment goals. Depending on a client's needs and preferences, Strategic can orchestrate the management of an entire portfolio comprising multiple asset classes, focus on specific asset classes, such as alternatives (hedge funds, real estate and/or private equity) or international investments, or manage strategies with high potential for adding value, such as portable alpha, through investor-friendly turnkey structures. Customized liability-driven investing (LDI) solutions, whether through an integrated total portfolio approach or targeted long duration strategy, are also available. Visit our website at www.strategicgroup.com for more information.

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POSITION DESCRIPTION
Senior Business Development Officer

This is an exciting position for the person with the right qualifications, drive and initiative. We are interested in candidates seeking a long-term rewarding career with a cutting-edge and entrepreneurial investment firm. Strategic is a successful and growing company with a strong commitment to business development. The candidate should feel comfortable working in a fast-paced, evolving environment where learning is continuous.

Responsibilities (Other duties may be assigned to meet business needs):

- Contribute to the development of the Company's vision and strategy, and the implementation of a plan for growth.
- Build and maintain strong relationships – typically with CFOs and Treasurers, and identify and advance opportunities for new business. Relationship focus will be dependent on the candidate's experience, but ideally within an institutional sector such as healthcare systems, corporate pensions, or endowments/foundations. Document information regarding key communications (e.g., calls, emails, meetings) in our Contact Management System.
- Develop and maintain a robust understanding of all facets of our business and the investment process, including the nuances behind our investment actions.
- Be responsible for overseeing all facets of meeting preparation – including materials, travel, and background information – coordinating with Marketing Associates and Executive Assistant.
- Think creatively for efficient client investment solutions – whether total portfolio outsourcing or asset class/strategy-specific.
- Respond to internal and external (client) requests promptly and accurately.
- Help evaluate referrals, RFPs, and opportunistic leads; pursue as appropriate. Manage the RFP process, including working with Strategic's Marketing Associates, to complete them in a timely and efficient manner.
- Coordinate business development efforts with other groups within the firm, such as investment, legal and operations.
- Contribute to new product development, including the investment scope, legal structure, collateral materials, and marketing campaign.
- Contribute to the development of marketing campaigns (e.g., databases, mailings, webinars, and advertisements).
- Attend, and potentially speak at, industry conferences.
- Coordinate with the client service team for smooth new client onboarding transitions.

Qualifications/Requirements:

- Undergraduate degree required, emphasis in Finance, Economics preferred.
- Graduate degree and/or CFA required
- Deep understanding of the investment management industry; minimum 10 years' experience.
- Proven ability to develop new relationships and raise new assets.
- Preferred investor focus (e.g., healthcare systems, corporate pension plans, endowments/foundations).
- Proactive, persistent, discreet, tactful, and extroverted.
- Excellent written and oral communication skills.
- Strong organizational skills.
- Ability to manage complex, multi-faceted projects (e.g., RFPs, on-site due diligence preparation) and meet deadlines – while avoiding last minute fire-drills whenever possible.
- High integrity and values.
- Desire to be a collaborative and contributing team player.
- Travel, as needed, to develop prospects and advance opportunities.