

SOUTHEAST DIRECTOR

361 Capital is a leading boutique asset manager focused on alternative and behavioral-based equity solutions that seek to deliver meaningful alpha, manage risk and offer diversification potential to investor portfolios. Founded in 2001, we offer a suite of investment products including Long/Short Equity, Managed Futures, Macro, as well as Small, Mid and Large Cap Equity.

Job Summary

361 Capital is looking for a driven, energetic sales person to become a member of our highly-skilled sales team based in Denver. As the Southeast Territory Director, your primary responsibility will be driving sales through financial intermediaries in the Southeastern part of the United States. You'll work on a daily basis to help provide valuable market insight, portfolio construction guidance and investment product solutions to our clients and prospects. Historically, our distribution efforts have been concentrated in the RIA marketplace, but have strong relationships with UBS, Wells Fargo Advisors, Raymond James, LPL and many more regional IBDs.

Essential Functions

- Outstanding consultative sales and communication skills
- Active listening skills
- Advanced customer service skills
- Ability to represent multiple product offerings
- Depth of investment, portfolio, and product knowledge
- Ability to uncover and qualify new opportunities
- Grit, determination and a will to win in a team-centric culture
- Committed to constant self-improvement and exhibit a competitive drive
- Extremely resourceful, organized, and able to prioritize multiple priorities
- A high aptitude to learn new things quickly and adapt to new situations
- The ability to quickly build trust and relationships
- The ability to "break down" barriers to entry

Requirements

- Bachelor's Degree with an area of concentration in Finance, Business, Management, or Communication
- Series 6 or 7 and 63 required
- 5-10 years of financial services sales
- Excellent communication skills; in-person, over the phone, and in writing
- Excellent priority management
- Kaizen
- Willingness to do whatever it takes

Please send resumes to: careers@361capital.com.