

**Working Job Title:** *Strategic Partnerships Manager*

**Department:** Sales & Marketing

## TIME Investments – Who we are

The TIME group currently manages over £4.5 billion of assets for our 9,000 plus investors. We work in partnership with financial advisers, wealth managers and family offices to create and deliver innovative investment solutions for their clients. Throughout our investment solutions we focus on providing consistent, stable returns delivered through a defensive and transparent investment strategy. TIME is built on and shaped by its values, which are at the heart of our business:

- **Talent:** Going above and beyond to deliver positive results
- **Intelligence:** Effecting positive change through innovation
- **Maturity:** Making our client feel valued
- **Excellence:** Challenging the ordinary and creating impact

## The role

TIME Investments has a strong reputation in the financial planning market for managing inheritance tax solutions, and is looking for an individual to maximise distribution opportunities.

This role will entail taking primary responsibility for relationships with: key nationals, networks and service providers. This individual will play a pivotal role in shaping the strategy for these accounts, exploring opportunities for growth through a commercial lens.

Responsibilities will include:

- Drive business inflows through engagement with key strategic partners.
- Seek out and engage new business opportunities with firms unknown to TIME Investments – this may include new panel positions,
- Create sales opportunities for the Business Development Team through the execution of partnership opportunities such as conferences, presentations and webinars.
- Take responsibility for creating and executing the account strategy for each of the key SPs, and work collaboratively with the Sales & Marketing team to achieve this.
- Take overall responsibility for building and delivering presentations and webinars.
- Work with Sales Support and sales management to ensure all SP leads are followed up effectively by the BDM team.
- Develop a strong knowledge of the TIME Investments product suite
- Work with Head of Strategic Partnerships to allocate appropriate budget to your key accounts. Seek to negotiate spend where possible and monitor MI to ensure the business is seeing return on investment.
- Deliver against KPIs set out with your manager at the beginning of the year in line with the overall sales strategy for the business
- Use Salesforce to maintain a data driven approach to account management.

There would also be significant involvement in:

- Working collaboratively with other members of the SP team to achieve sales targets and fulfil programme requirements
- Use creative thinking and market knowledge to consider themes for presentations where TIME can promote its brand. Work with the marketing team to create this content
- Develop greater understanding of the financial planning market through taking part in third party exam qualifications.

## Who we are looking for

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We are looking for a candidate with an exceptional approach to this wide-ranging role, who understands that the needs of clients (both internal and external) are at the heart of everything we do and key to the success of our business. Within the Sales Team, a can-do attitude and a supportive approach to team members are essential attributes. Significant financial services experience is a prerequisite in applying for the role along with a desire to develop skills and knowledge within a demanding work environment.

The ideal candidate will have the following skills and knowledge:

- Experience selling to the financial planning market and an understanding of the key strategic partner firms
- Competent and confident presenter, comfortable travelling nationwide to deliver training sessions to advisers
- A commercial mindset and sales focused attitude – keen to think outside of the box when it comes to strategic account planning.
- A driven, competitive individual with the ambition and the desire to succeed

## What we can offer

### Culture

Successful candidates will reap the benefits of working for a business where their voice is heard, and their contribution is truly valued. TIME Investments has an open and supportive approach towards its employees and the Sales Team embraces this wholeheartedly.

### Training and development

The successful candidate will be offered training and development within the team and will receive product and organisational overviews from across the business as part of our in-house onboarding process which is offered to all new employees – whatever their role.

### Recognition of performance

The candidate will benefit from working on a team where merit truly counts and where outperformance is rewarded with greater responsibility and greater exposure, regardless of length of service. TIME also has a company-wide recognition scheme which is tied strongly to our values.

### Contributing to change

Within the Sales Team we are constantly striving to find improvements to our operational procedures and the successful candidate will be provided with the necessary support, training and encouragement to be part of this process. The candidate will also have the opportunity to contribute to providing industry leading customer service to all of our stakeholders.

*This job description is not intended to be all-inclusive. Employees may be required to perform other related duties to meet the ongoing needs of the organisation*