

VP Institutional Sales: Wagonhound Investments

**Contact: Greg Gleeson, ggleeson@wagonhound.com
858.759.4545x4 www.wagonhound.com**

Company: Wagonhound Investments **Location:** Greater San Diego Area

Type: Full-time

Experience: Mid-Senior level

Function: Sales

Industry: Investment Management **Date Posted:** September 14, 2007

This position will be filled in San Diego, with the western US as your territory. The VP of Institutional Sales will ideally be located in the Southwest.

In the position of VP - Institutional Sales, you will sell Wagonhound's investment strategies to the institutional marketplace in order to increase the asset base for our firm. Focus segment will be institutional market for the west coast. Position requires considerable interaction with members of all areas of institutional community, i.e. consultant firms, family offices, fund of funds, etc. Work is under the general direction of the managing partner and will require a self-motivated individual that can understand our strategies, the needs of the marketplace and provide solutions for prospects/clients. There will be a strong emphasis by senior management on identifiable sales metrics (i.e. call activity, sales, revenue, etc.).

Additional responsibilities include:

- Direct calling on endowment and foundations prospects for our strategies.
- Strong proactive communication with consultant relations community
- Some limited client responsibilities

We are seeking candidates with the following qualifications:

- Bachelors degree required, CFA and/or MBA a plus.
- At last three years of relevant industry experience, preferably three years institutional sales experience.
- Series 7,65,66
- Excellent communication/presentation skills.
- Thorough knowledge of the institutional marketplace, including solid knowledge of investment strategies and competitive environment.
- Ability to work within team environment; ability to build relationships and influence decision-makers.
- Good listening skills and the ability to provide solutions for the institutional prospects.
- Willingness/ability to travel extensively, including driving

Name: Greg Gleeson

Profile description: CFO at Wagonhound Investments

My role: Hiring Manager

Contact email for this listing: ggleeson@wagonhound.com

