

Platform Relationship Manager

We are looking for an Platform Relationship Manager to join our Sales team based at our London office. The role involves some hybrid working with at least 2 days office based.

The successful candidate will be the subject matter expert on third party distribution through platforms in the asset management industry. They will be an escalation point between Premier Miton and our third-party platform relationships, and will promote a positive Adviser experience, to broaden the reach of Premier Miton products as much as possible.

Premier Miton Investors is a UK based asset management firm with £11.1 billion of assets under management (as at 31.12.2022) in a broad range of investment products.

Premier Miton focuses on two principal areas of investment expertise: outcome-based, multi-asset investment, and single-strategy, active equity investment, for example UK, European, US and global equity funds. The diversity, strength and depth of our product range allows us to offer portfolio solutions for a wide range of client needs.

Our business is centred on actively and responsibly managing our clients' investments to help them secure a better financial future. We aim to meet their needs by offering strong performing investment products and delivering good long-term outcomes, underpinned by responsive client service and transparent, proactive communication.

If you are interested in the role, please send your CV (together with details of current salary) to:

Emma Burgess, HR Associate
HR@premiermiton.com



Premier Miton's purpose and values

To actively and responsibly manage our clients' investments for a better financial future

Dedicated

Passionate

Responsible

Independent

Collegiate

Principal Responsibilities / Deliverables

Responsibility	Associated Tasks / Deliverables
Broadening reach of Premier Miton products	<ul style="list-style-type: none"> • Ensure existing Premier Miton products/solutions have broadest possible reach where existing platform/third party distributor relationships exist • Proactively identify opportunities to broaden the distribution reach of Premier Miton solutions to UK retail/wholesale and D2C platforms, particularly as new entrants launch in the market • Support the Sales team with any future initiatives to expand product range into new markets/jurisdictions • Work with Sales team to delivery best-in-class service to our intermediary clients, acting as a representative of Premier Miton to resolve queries or issues arising from clients using Premier Miton solutions on platforms / by distributors.
Subject matter expert	<ul style="list-style-type: none"> • Represent Premier Miton at relevant Platform functions / updates to broaden own knowledge/understanding and report back on key findings and/or initiatives to the wider Sales team. • Establish and regularly maintain Platform 'key facts' log , providing the Sales team and wider business with certainty of specific per-platform features (such as, but not limited to, share class availability, EGM/AGM voting considerations, ring-fencing products by-platform, handling of rebates etc.) • Act as liaison for data vendors and other suppliers utilized by platform providers to ensure relevant information is being pushed out to platforms
Governance	<ul style="list-style-type: none"> • Leverage new and existing working relationships with platforms to satisfy Premier Miton's requirements in light of the evolving regulatory back-drop. • Ensure appropriate target-market assessments / European MiFID Templates (EMT) are being issued and processed effectively by the platforms • Engage with platforms to establish and maintain European Feedback Template (EFT) feedback loop
Projects	<ul style="list-style-type: none"> • To support business development projects and new propositions, as required • Assisting in development and testing processes in new practices and technology solutions
Other	<ul style="list-style-type: none"> • Liaising with internal departments, other institutions, and Premier Miton's intermediary clients when required • Support the wider Distribution/Sales team in their roles • Maintain knowledge and competence with legislation and ongoing regulatory changes
SM&CR Individual Conduct	<ul style="list-style-type: none"> • Act with integrity. • Act with due care, skill and diligence. • Be open and co-operative with senior management and if required the FCA. • Pay due regard to the interests of customers and treat them fairly. • Observe proper standards of market conduct. • Act to deliver good outcomes for retail clients

Education, Experience, Skills and Abilities

	Essential / Desirable
Education / Qualification <ul style="list-style-type: none"> • Educated to GCSE level or equivalent • Relevant qualification 	 E D
Experience / Knowledge <ul style="list-style-type: none"> • Experience of working with platform technology in Financial Services • Experience in working with platform providers within a fund management business 	 E E
Skills <ul style="list-style-type: none"> • Team player with a positive, results orientated approach; • Communication skills with the ability to communicate effective – both written and verbally at all levels; • Strong interpersonal skills; • Ability to prioritise workload and adhere to deadlines; • Good problem solving skills. • Ability to demonstrate tact and diplomacy when coping with difficult situations; • Good administrative and personal organisational skills; • Good numeracy skills. • Good IT skills / ability to use Microsoft Office and Excel. 	 E E E E E E E E E
Characteristics <ul style="list-style-type: none"> • Ability to work under considerable pressure and adhere to strict timescales • Attention to detail 	 E E

Other Information

Hybrid working available but expectation of at least 2 days per week in the London office.
