

## **Company Overview**

Premier Miton is a genuinely active investment manager offering a range of funds and investment trusts, as well as a portfolio management service, covering equity, fixed income, multi asset and absolute return investment strategies. We have approximately 160 employees split across our Guildford and London offices, with hot desks available, our colleagues spend time in both offices which gives great exposure to all parts and levels of the business.

Our culture defines how we aim to work in an ethical and constructive way to meet our objective of acting responsibly and doing a good job for our clients and other stakeholders. All our employees sign up to a code of ethical and professional conduct which means they are expected to conduct themselves with integrity and honesty in an open and transparent manner and support our core values.

## **Regional Sales Manager (Scotland)**

We are looking for a Regional Sales Manager based in Scotland to join our Sales team.

This role will consist of promoting Premier Miton's top-performing funds to pre-agreed accounts, ensuring outstanding customer care and retention. Representing the company at events; prepare and present materials, and support marketing efforts.

If you are interested in the role, please send your CV together with details of your Right to Work in the UK to:

[Recruitment@premiermiton.com](mailto:Recruitment@premiermiton.com)

# Job Description

## Key responsibilities

Responsibility	Associated Tasks / Deliverables
Sales	<ul style="list-style-type: none"><li>• To promote Premier Miton's top-performing range of multi-asset and single strategy funds to a panel of pre-agreed accounts.</li><li>• To provide outstanding customer care and service to ensure the retention of these pre-agreed accounts.</li><li>• To attend and properly represent the Company at fund manager days and lunches/dinners, and to sophisticatedly engage in the corporate entertainment of key clients.</li><li>• To accurately prepare and convincingly present presentations (to be delivered alone or with key partners as appropriate),</li><li>• To provide support in the manufacture of marketing materials as necessary.</li><li>• To ensure CRM information is kept up to date and appropriate client contact details are maintained.</li></ul>
General	<ul style="list-style-type: none"><li>• Comply with anti-money laundering rules and properly report any possible non-compliance within the department.</li><li>• Carry out all duties, along with any non-core duties as may be reasonably required by the management team, in a timely, efficient manner and with good will</li><li>• Engage unequivocally in upholding Premier Miton's cultural values of customer-focused drive, uprightness and collaborative proactivity, and in our aim of creating a highly regarded brand, a first-class resource for our investors, and a genuinely agreeable place to work</li><li>• Commercial awareness and strategic outlook.</li></ul>
Individual Conduct	<ul style="list-style-type: none"><li>• Act with integrity.</li><li>• Act with due care, skill and diligence.</li><li>• Be open and co-operative with the FCA.</li><li>• Pay due regard to the interests of customers and treat them fairly.</li><li>• Observe proper standards of market conduct.</li><li>• Act to deliver good outcomes to retail customers.</li></ul>
Other	<ul style="list-style-type: none"><li>• Any other responsibilities as required from time to time.</li></ul>

## Education, experience, skills & abilities

Education / Professional Qualification	<ul style="list-style-type: none"> <li>• Educated to degree level or equivalent</li> <li>• IMC or other professional qualification</li> </ul>
Experience / Knowledge	<ul style="list-style-type: none"> <li>• Solid experiencing of working in Sales in the region.</li> <li>• Experience of working across multi-asset and / or MPS products.</li> <li>• A high level of commercial acumen.</li> <li>• Proven distribution experience, consistently meeting and / or exceeding targets.</li> <li>• Demonstrable experience in developing client focused differentiated and achievable solutions.</li> </ul>
Competencies / Skills	<ul style="list-style-type: none"> <li>• High degree of IT literacy &amp; MS Office applications</li> <li>• Ability to communicate clearly and effectively – both written and verbally, internally and externally.</li> <li>• Strong interpersonal and influencing skills.</li> <li>• Effective leadership and management skills with the ability to drive the distribution process from plan to close.</li> <li>• Excellent listening, negotiation and presentation skills.</li> <li>• Ability to plan own workload effectively and to delegate.</li> <li>• Ability to work under pressure.</li> <li>• Innovative with the ability to anticipate future changes in the business environment.</li> <li>• Ability to drive and deliver results personally and through their team.</li> </ul>
Characteristics	<ul style="list-style-type: none"> <li>• Ability to work under pressure and adhere to timescales.</li> <li>• Ability to work in a team but with a high level of work autonomy.</li> <li>• A diplomatic &amp; respectful manner when dealing with colleagues, senior management and third parties; listens carefully and deploys sensitive presentation and influencing skills to establish credibility.</li> <li>• Maintains absolute integrity and confidentiality; is trustworthy, honest, credible and reliable.</li> <li>• Consistently adopts a professional manner.</li> </ul>