



**Title:** National Sales Manager - Advisory

**Department:** Sales

**Summary:**

The National Sales Manager is responsible for the oversight and administration of the Advisory Sales team.

**Responsibilities:**

- Manage the sales efforts of Regional Sales Directors and Internal Wholesalers; monitor quarterly results and provide coaching
- Set territory goals and develop incentive compensation plans
- Partner with senior management to provide input into strategic sales initiatives
- Initiate requests for senior management reports and provide commentary on quarterly and regional results
- Work with IT to continually develop and maintain CRM systems, as well as hardware and mobile interfaces
- Provide content feedback to the Marketing Department for strategy materials, DDQ's and RFI's
- Manage high level relationships and act as a resource for client service
- Develop content and set agenda for semi-annual sales meeting

**Qualifications:**

- Bachelor's degree; 10 plus years of relationship and sales management experience within financial services
- Working knowledge of the financial markets, knowledge of the fixed income markets preferred
- Ability to interact and communicate with senior management and clients
- Demonstrated initiative and sales ability
- Strong organizational and territory management skills
- Travel with Regional Sales Directors required