



**Title:** Regional Sales Director – NY Metro  
**Department:** Sales

**Summary:**

The Regional Sales Director is responsible for cultivating new business opportunities and managing relationships with financial advisors and their clients across all channels.

**Job Responsibilities:**

- Frequent meetings with advisors and their clients to discuss investment strategy, capital markets, investment performance and investment objectives
- Identify, develop and maintain new business sources for GW&K investment strategies
- Develop a comprehensive knowledge of all GW&K strategies (Municipal, Taxable and Equity) in order to create effective sales campaigns
- Partner with the Internal Wholesaler to develop a strategic approach to increasing assets in the territory
- Provide input to Sales and Marketing management on new business presentations and sales collateral

**Skills/Experience:**

- 5 years of experience in investment management sales or closely related financial services industry experience, preferably with a focus on fixed income strategies
- Preferred candidates are currently covering New York City and Long Island or in a hybrid role that requires travel within the territory
- In-depth understanding of investment markets with a strong understanding of tax, financial and estate planning
- Effective presentation skills
- Excellent organizational skills and attention to detail
- Strong computer skills, including Microsoft office suite
- Ability to work independently and travel extensively throughout the territory