GW&K | INVESTMENT MANAGEMENT

Title: Relationship Manager – Private Wealth
Department: Client Service

Summary:

The Relationship Manager will be responsible for managing and growing client and intermediary relationships while ensuring seamless delivery of GW&K's products and services.

Responsibilities:

- Provide ongoing reviews to existing clients to retain and enhance relationships.
- Maintain and enhance relationships, intermediaries and advisors through frequent meetings and discussions.
- Present GW&K's services to prospect clients and advisors.
- Understand all of GW&K's capabilities across all asset classes, processes and capabilities.
- Be responsive to questions about portfolios, provide portfolio analysis and make asset allocation decisions.
- Provide commentary regarding the impact of economic conditions on the portfolio.
- Work closely with the Portfolio Manager, Product Specialists and Client Service to proactively resolve account issues.
- Provide feedback to the Sales and Client Service about relationship issues, client needs and market developments.
- Present to large groups of prospects or clients on economic conditions and GW&K's capabilities.

Qualifications:

- Bachelor's degree required; MBA or CFA preferred
- 10 years of related industry experience with a focus on private wealth relationship management
- Ability to build and maintain good working relationships with clients
- Demonstrated problem solving and client management skills
- Ability to leverage resources in order to meet client needs
- Strong presentation and public speaking skills
- Some travel required