REGIONAL SALES ASSOCIATE - INTERNAL SALES

Confluence Investment Management is currently seeking a highly motivated and enthusiastic sales professional to join its client development team in our St. Louis, MO headquarters office. Confluence offers investment products to financial advisors and their clients through a variety of national and regional broker/dealers.

Primary Responsibilities:

The Regional Sales Associate will collaborate with the Regional Sales Director(s) with whom they will closely work to develop key relationships and grow new business within a geographic territory and to provide a high level of exceptional service to existing and new relationships. The Regional Sales Associate will inform and educate clients on Confluence's investment philosophy and process as well as the various investment products that we offer.

Day-to-day activities will include the following:
- Professionally and enthusiastically respond to inbound inquiries;
- Proactively develop new relationships in a specific geographical region in coordination with and under the direction of the Regional Sales Director;
- Coordinate educational meetings and interactions in conjunction with other team members, including key product and portfolio management professionals;
- Drive new business through informed positioning of Confluence's products on both a standalone basis and through comparison with key competitors.

An ideal candidate will have the following qualifications and attributes:
- Previous experience in a client-servicing role with a track record of success in high-touch client relations;
- Strong communication skills;
- Driven to succeed and meet goals;
- Knowledge of the financial markets and investments through previous experience or educational background;
- Proficiency with Microsoft Office products. Experience with Dynamics CRM a plus.

A bachelor's degree in a business-related field is desired for candidates under consideration. Travel will not generally be required but some opportunities for travel may arise.

About Confluence
Confluence Investment Management is an independent Registered Investment Adviser that provides professional portfolio management and advisory services to institutional and individual clients. The investment teams at Confluence specialize in asset allocation, domestic value equities, international equities, and alternative investment portfolio management. As of June 30, 2022, Confluence had more than $11.0 billion in assets under management and advisement.

For Further Information - Contact
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