

## Position Overview

<b>Position Title:</b>	Director, Insurance General Accounts Distribution
<b>Department:</b>	Global Distribution
<b>Reports to:</b>	Head of North American Distribution

This role is responsible for developing a newly coordinated and centralized Insurance General Account distribution function within BrightSphere, on behalf of our seven investment affiliates.

This strategic hire will be responsible for helping grow BrightSphere's AUM and will serve to distribute BrightSphere's suite of products to a broad range of insurance investors (Life, Property & Casualty, and Health) under a multi-boutique model.

The ideal candidate must have a strong record of success, initiating and closing business in the general account market in North America, validated by an established book of relationships in the insurance channel.

She/he will develop and execute an insurance business development plan, act as a facilitator and partner between BrightSphere's investment affiliates by identifying clients and prospects, ensuring the insurance business plan and execution aligns with the firm's global strategy and communicate information about nuances of the insurance market place to internal partners and constituents.

She/he will be a seasoned professional with a strong insurance and sales background and business presence in the insurance industry along with high energy, self-motivation, drive with an entrepreneurial spirit and genuine enthusiasm to build and be part of a growth business.

### **PRIMARY DUTIES AND RESPONSIBILITIES:**

- 1. Meet or Exceed Asset Raise Targets**
  - Follow the current institutional Global Distribution business plan, including agreeing to a series of individual key performance indicators. This will relate to sales goals for both revenue and AUM
- 2. Create a business plan geared toward further enhancing awareness of BrightSphere and its affiliates within the insurance channel by focusing on specific sales activity-based metrics tracked on a quarterly basis**
- 3. Function as a generalist across various affiliate strategies and work closely with affiliate sales people and portfolio management teams for purposes of increasing new business opportunities; includes being a subject matter expert for the affiliates in the insurance market, creating access for affiliates to key decision makers, and ultimately increasing our participation in new search/RFP activity**
- 4. Articulate extensive knowledge of the insurance segment and have the cultural sensitivity to work effectively within a multi-boutique structure and across a large and diverse geography**
- 5. Manage and Develop a Two Tiered Client Base**
  - Incumbents must fully appreciate this role has two clients; the end economic buyer (insurance company) and our affiliates
  - Effectively balance the needs and demands of multiple affiliates desiring distribution support

## 6. Teamwork and Leadership

- Be a team player through meaningful contribution to the broader Global Distribution team in order to help advance this strategically important component of BrightSphere's business
- Actively participate in team-based training and weekly/monthly sales calls by sharing knowledge, ideas and activity
- Ability to partner and build relationships and be proactive in sharing information and follow up on all meetings and events; ensure accurate, timely record keeping of client/prospect activities
- Maintain a culture of continuous improvement and ensure that the Customer First principle is embedded into all procedures and processes
- Extensive travel will be required

### **Desired Qualifications:**

1. Clear evidence of prior insurance general account asset raising success across established network of relationships allowing for immediate contribution
2. Demonstration of deep relationships across the Life, Property & Casualty, & Health insurance channel with a clear knowledge of the investment nuances/needs of each
3. Concrete relationships with the primary "insurance consultants" (Cardinal, Willis Towers Watson, RVK, Slocum, Wilshire, etc.)
4. Strong technical ability that can bridge complex asset classes as a solution to specific needs within insurance portfolios
5. Ability to quickly engender trust and credibility with our affiliates to effectively lead and develop BrightSphere's aggregate insurance business beyond our ~\$3bn book today.
6. Knowledge of insurance industry regulations/issues as well as actuarial frameworks within insurance portfolios and how that impacts asset class hire decisions
7. Broad based understanding of general portfolio behavior and capital markets
8. Work in partnership with BrightSphere's seven affiliates to diversify their client base beyond their traditional clients today (Corporate & Public pensions, E&F's, Taft-Hartley and Subadvisory) into this largely untapped institutional segment
9. High level of investment acumen across a broad spectrum of traditional asset classes including equity (domestic and non-US), fixed income (domestic and non-US), alternatives, and real assets
10. Experience working in multi-boutique model a plus
11. Contribute productively to our strong culture that makes people feel valued and respected
12. Client-centric and collaborative team player, exceptional communication and presentation skills
13. Bachelor's degree, an MBA/MA or CFA preferred

The preceding Position Description has been designed to indicate the general nature and level of work performed by employees within this qualification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this position.

BrightSphere Investment Group is a holding company for seven investment boutique firms. All investment advisory, mutual funds, and other products are managed and offered by BrightSphere Affiliate firms and not by BrightSphere.

BrightSphere is an equal opportunity employer. No employee or applicant shall be discriminated against on the basis of race, religion, color, sex, age, national origin, sexual orientation, gender identity, genetic information, veteran status, disability, or any other category protected by law.