



Job Title: **Managing Director (Field Sales)**
Supervisor: Chief Distribution Officer – “CDO”
Location: TX or FL/GA (one each)
Date: 6/15/16

Please send cover letter and resume to careers@foundtionsource.com

About Foundation Source

Foundation Source is the nation’s largest provider of comprehensive support services for private foundations. The company’s administrative services, online foundation management tools, and philanthropic advisory services provide a complete outsourced solution, including the creation of new foundations. Our clients supply the vision; we provide everything else.

Now in its second decade, Foundation Source provides its services to more than 1,200 family, corporate, and professionally staffed foundations, of all sizes, nationwide. We work in partnership with wealth management firms, law firms, and accounting firms, as well as directly with individuals and families. Foundation Source is headquartered in Fairfield, Connecticut, with offices in Boston, Chicago, Los Angeles, New York City, Philadelphia, San Francisco, and Seattle.

Job Description – Overview of Position

Managing Directors are the outside sales force for the company and generate much of the company’s new clients and new revenue each year. New business is generated through self-sourced opportunities generated by the MD directly with foundation managers and wealthy individuals in the marketplace or through development of client advisor relationships with wealth managers, bankers, attorneys, accountants, and other centers of influence in the marketplace. In addition, Foundation Source maintains and develops a growing number of institutional partnerships with financial services firms, banks, brokerage houses, private banks, trust companies, wealth management firms, family offices, and other service providers in the market. MDs leverage these partnerships for access to our client advisors for the development and cultivation of new Foundation Source client relationships. The MD is part of a team of Managing Directors, Philanthropic Directors, Inside Sales team members and our Strategic Alliances department, who provide business development coverage to regions across the US. The position reports to the company Chief Distribution Officer, “CDO”.

Essential Duties, Key Responsibilities & Objectives

Managing Directors are often the company’s first point of contact with high-net-worth prospects, their advisors, and other referral sources and philanthropic players in the marketplace. Outstanding performance on the following parameters is critical to company success:

- Meet or exceed individual new client acquisition goals and revenue objectives
- Participate in the development and support of team goals and strategies that meet or exceed team new-client acquisition and revenue goals and objectives and advance Foundation Source’s brand value and market share regionally
- Meet or exceed activity objectives: networking, prospect meetings, outbound calling, event attendance, pipeline management

- Maintain visibility as the face of Foundation Source in high-net-worth and philanthropic circles in the marketplace through active networking, attendance at sponsored events, participating as speakers when and where appropriate, lead and follow up from online training and topical educational sessions directed at the MD's target markets, etc.
- Develop and manage relationships with the following key referral sources in the region:
 - Financial institutions and private wealth managers
 - Family and multi-family offices
 - Trust and estate attorneys
 - HNW (high-net-worth) individuals, clients and existing foundation prospects
 - Philanthropic advisors
- Present and demonstrate Foundation Source service offering effectively to prospects, advisors and referral partners
- Follow-up on all leads generated through the Foundation Source lead-generation marketing strategy and through Foundation Source partnerships; manage, move forward, and report on pipeline opportunities

Required Daily/Weekly Activities

- Active engagement with the high-net-worth community at philanthropic and financial services events, fundraisers, and personal networking
- Outbound calling and emailing to introduce service to new prospects and advisors
- Ongoing relationship management and follow-up with referral sources and opportunities
- High activity levels:
 - Financial partner meetings: the objective is to develop relationships deep in the ranks of partner organizations (PWMs, Brokers, FA's, clients, bank branches, etc.).
 - Foundation and HNW prospect meetings
- Ongoing opportunity management to meet pipeline quotas; lead and prospect tracking
- Collaboration and partnership with other MDs and with Inside Sales staff members to maximize development and closing of new business opportunities

Measures of Success

- Number of foundation relationships established and funded per quarter /annually
- Run rate revenue generated through new relationships established per quarter/annually
- Activity levels with high prospect partners and referral sources
- Success in participation and support of regional team strategy to acquire new clients
- Success in leveraging company-generated leads and following qualified leads to fruition

Key Competencies

- Highly motivated self-starter with a demonstrated ability to source and close deals without daily supervision and outside of a structured corporate/company office or environment.
- A proven track record of successful sales experience, ideally serving the HNW market or financial services industry (as measured by rank in the sales force or performance against sales quota).
- Strong networks, relationships, and high degree of comfort interacting with HNW individuals and their advisors.
- This is a relationship-driven business: networking skills and the ability to establish instant rapport/credibility are critical.

- Time management skills: candidates should be adept at quickly sifting through leads and prospects for true sales potential. Ability to manage all aspects of the sales process, including when to utilize key resources and company personnel, is essential.
- Domain knowledge and experience in the financial services industry; philanthropy/private foundation experience essential
- Business acumen: strong working knowledge of business and finance
- Willingness to network after-hours and attend night-time events.

Personal Traits/Strengths

- Drive: Candidates must be polished and professional, yet driven in their efforts to succeed and excel. Highly motivated financially with strong entrepreneurial skills.
- Work ethic: must be work-driven and willing to extend work day to achieve results.
- Tenacious and aggressive in attacking all channels and market segments. Willing to undertake high-volume cold-calling activity, and aggressive follow-through.
- Customer-centered listening needs assessment and presentation skills.
- Comfortable interacting with high-level wealth managers and the ultra-wealthy.
- Image: poised, polished, and professional; confident and commanding presence.
- Personal discipline: Works effectively alone, initiates and takes charge intuitively. Able to deflect substantial business rejection (not take it personally).

Location:

We are seeking two new MDs: One will be based in Texas, preferably in the Dallas or Houston area and the other would cover the Florida/Georgia market area and preferably be based in Tampa, Palm Beach or Atlanta. (Relocation costs will not be provided.)

Interested applicants are encouraged to send a cover letter and resume by email to: careers@foundationsource.com).

We are an equal opportunity employer.