

Who is Talaria?

At Talaria, we've been helping people and communities enjoy a more certain financial future for nearly 20 years. As one of Australia's fastest growing investment managers, with over \$2.5bn in funds under management, we are looking for a new Sales Director (with a minimum 5+ years' relevant experience) to join our existing team based in either our Sydney or Melbourne office.

Who we're looking for?

We are interested in your unique perspective, problem-solving skills and intellect. We are seeking individuals who have the following qualities:

- A curious and inquisitive mind
- An aptitude for fast learning
- A strong work ethic
- Exceptional communication and presentation skills
- A team player

Why Talaria?

- Unconstrained compensation framework.
- Continue the evolution of the Australian client base (across Advice Firms, Private Bank and Family Office) on behalf of Talaria.
- Full access to locally based portfolio management team.
- Evolve your strategic sales career with hands-on support from C-suite leadership team.
- Supported by Talaria's world class sales & marketing platform: consistent warm lead generation, sales collateral produced by in-house experts, fully integrated CRM, transparent sales reporting systems & reports.
- Flexible and supportive work environment.

The opportunity

The Talaria sales team is an accomplished group with diverse skill sets, notable results and a commonality of cause - 'we win together'.

The successful candidate will relish the opportunity to join the current sales capability and forge strong bonds with the Talaria team.

Candidates who are looking for an opportunity to be part of an organisation that seeks to identify, nurture and empower people in a dynamic and successful environment are encouraged to apply.



Responsibilities include:

- Making new sales. Ownership of full sales cycle.
- Maintain and service existing, loyal investors in the region.
- Leverage senior members of the Talaria team to influence sales and retention.
- Use your network to diversify the current investor group.
- Work collaboratively across the entire Talaria team to help maximise commercial outcomes for the business.

Technical Skills & Qualifications

- A proven and quantifiable track record of winning new business in the Australian funds management market.
- Comprehensive familiarity with the Australian retail & wholesale market. Understand the interrelationship of platforms, research houses, asset consultants and the various licensee offers.
- Working familiarity with IFA networks strongly preferred.
- Able to manage multiple stakeholders, work streams and demands at the same time.
- Tertiary qualifications with excellent academic credentials. Candidate will likely have postgraduate and/or professional qualifications.
- Excellent communication skills: ability to persuade and articulate unfamiliar concepts simply in language fit for purpose and audience.
- 'Team first – Team last' mindset. Consistently brings transparency and honesty to all colleague, client & counterparty relationships.
- Able to manage multiple stakeholders, work streams and demands at the same time and within a deadline.
- Be an enthusiastic and collaborative team member.
- Conviction in the Talaria company values: people, discipline, innovation, results, and honesty.

Next Steps

At Talaria, we value an inclusive and diverse workplace, where individuals from all backgrounds and experiences are welcome to join our team and contribute to our continued growth and success.

Together, let's help people and communities enjoy a more certain financial future.

If this sounds like you, and you think you share our values and ambitions, and are eager to make the most of a career in funds management then apply now!

To submit your application, please visit: <https://www.talariacapital.com.au/sales-director>

