

Head of Institutional Business Development

Company Information

Overview:

- Boutique, multi-asset class, woman-owned, institutional investment manager founded in 1995
- \$5.4 billion AUM (as of 12/31/21)
- Long standing and diversified institutional and high net worth client base
- Investment offerings include: Small & SMID Cap Core Equity; Focused Equity; Convertible Securities; Hedged Convertibles; and Short Duration Convertible Bonds

Size: 44 professionals

Culture: Privately owned; highly collaborative team of professionals driven to provide superior performance and solutions resulting in deep and enduring client relationships.

Office Location: Fort Lee, NJ

Position Location: United States

Leadership Team

- Alison Berman, President, CEO, Co-Chairman, Board of Directors
- Dennison T. Veru, CIO, Co-Chairman, Board of Directors
- Frank Galdi, Managing Director, Chief Risk Officer, Deputy CIO
- Bradley R. Goldman, General Counsel & Chief Compliance Officer
- Beata Tannuzzo, CPA, Managing Director, CFO

In the News

- [Palisade's Dan Veru on CNBC's Worldwide Exchange](#)
- [2021 CNBC Financial Advisor 100 List](#)



Head of Institutional Business Development

Our client, Palisade Capital Management (PCM) is seeking a Head of Institutional Business Development to create and execute a strategic business development framework to broaden and diversify the Firm's institutional client base.

PCM's multi-asset class investment offerings, state of the art operations, and excellent risk management infrastructure have enabled the Firm to build deep and enduring relationships across all institutional channels. The investment team's long-term approach to managing assets has ensured stability within the team and a history of successfully managing assets across multiple market cycles. PCM's emphasis on talent and its team oriented approach fosters both internal and external collaboration with their clients. As a second-generation firm that is woman-owned and led, PCM's commitment to community, diversity, equity, and inclusion reflects its' belief that multiple perspectives and viewpoints enables them to deliver creative thinking to ensure clients have the solutions they seek.

The Head of Institutional Business Development, working closely with the CEO, will lead PCM's institutional capital-raising efforts. Leveraging past marketing and capital raising experience, she/he will design a thoughtful and effective institutional sales framework. Working in collaboration with leadership and investment teams, the Head of Institutional Development will take a highly proactive approach to business development, drawing upon well established industry contacts to build new and long-term client relationships.

Position Responsibilities:

- Create and execute institutional business development framework.
- Generate new business by identifying and prioritizing new opportunities and ideal institutional partnerships.
- Persuasively and credibly articulate PCM's unique advantages to potential clients and consultants.
- Effectively manage the sales process from prospect identification and development through onboarding of new mandates; provide ongoing relationship management and identify opportunities to cross-sell and deepen client relationships.
- Seek opportunities to position PCM as a thought leader and ensure proactive communication with clients and prospects through the creation of white papers, presentations and other marketing/communication collateral.
- Keep colleagues abreast of relevant industry trends and competitive landscape.
- Build effective relationships with investment teams to deepen internal and external credibility and effectively leverage capabilities and resources.
- Demonstrate commitment to PCM's core values and champion best practices.

Desired Experience and Characteristics

- Experience creating and executing a successful new institutional business development framework.
- Proven track record of success raising capital from institutional investors; highly strategic and disciplined approach to sales process.
- Proactive, tenacious, organized self-starter with a strong results orientation; relational and consultative sales approach that fosters trust, confidence, and respect from clients and prospects.
- Team-focused approach and desire to work in a highly collaborative professional environment.
- Outstanding verbal and written communication skills.
- Bachelor's degree; MBA and/or CFA preferred.
- Minimum of seven years of experience marketing to institutional clients.

For additional information please contact Broad Street Consulting Group

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