



RBC Global Asset Management

Managing Director Institutional Sales, Western Region

Company Information

- RBC Global Asset Management (RBC GAM) is the institutional asset management division of Royal Bank of Canada and dates to 1959
- \$432B AUM (as of 12/31/23)
- 18 investment teams and 4 specialty research & development teams in 8 cities on 3 continents
- Long standing and diversified institutional and high net worth client base

Size: 380 investment professionals worldwide

Culture: RBC's investment teams are committed to the pursuit of deep fundamental knowledge, collaboration, integrating advanced investment and risk management tools, and embracing innovation. Our investment teams share a belief that a combination of human and machine is more powerful than either on its own. Integrating advanced investment and risk management tools allows us to extend our field of analysis, reinforces discipline, limits behavioural finance challenges and bolsters results - ultimately leading to better decisions and more efficient portfolios.

Position Location: Western Territory, CA preferred

Leadership Team

- Damon Williams, CEO
- Daniel E. Chornous, MD, CIO
- Matthew Graham, MD, COO
- Mike Lee, MD, Head of North American Institutional
- Donald Sanya, MD, Head of US Institutional

In the News

- [RBC GAM Named One of Country's Best Places to Work in Money Management](#)





Our client, RBC Global Asset Management is seeking a Managing Director - Institutional Sales to join the firm's Institutional Sales team in the Western region. Reporting to the Head of US Institutional Sales, the successful candidate will help steer the development and execution of a successful sales strategy and personally drive sales across the Western territory. He/she will be responsible for calling on public entities, corporates, endowments, foundations, insurance companies and single family offices, and nurturing strategic relationships to raise Institutional assets and generate revenue across traditional and alternative strategies.

Position Responsibilities:

- Build and execute a business development plan to identify and cultivate Institutional prospects and existing clients to raise assets and drive significant revenue in a Western territory, positioning RBC GAM as a solutions-oriented investment management firm
- Develop a strategic sales strategy with the Head of US Institutional Sales aligned with the business objectives of RBC GAM and include identifiable objectives and milestones to measure progress.
- Drive productive dialogue with institutional investors with a focus on public entities, corporates, endowments, foundations, insurance companies and single family offices in the Western US region to effectively position RBC GAM capabilities
- Generate a pipeline of well-defined opportunities and activity that supports sales targets, defined primarily as quality in-person meetings with qualified institutional investors, and industry conferences on an as-needed basis and convert opportunities to new business
- Effectively manage the sales opportunity process from prospect identification, lead qualification and development, through closing sales opportunities.
- Leverage digital tools and data resources to enhance lead generation and increase the probability of success.
- Demonstrate the core values of the firm internally and externally and champion established internal and industry best practices.
- Stay up-to-date on market trends & competitive landscape and relay market intelligence and demand trends internally to improve existing solutions, related messaging and act as a catalyst to develop new solutions.
- Be a proven team player; effectively collaborate and coordinate across the sales, consultant relations, relationship management teams to drive activity, create a cohesive approach to the market and to share leads as well as best practices.
- Work productively with teams across the firm, including Consultant Relations, Investment Teams, Marketing, Operations, etc.
- Establish, grow and manage prospect pipeline and convert opportunities to new business; provide regular reporting of activities, new sales opportunities, key areas of focus and other initiatives



Desired Experience and Characteristics

- Bachelor's degree required, Finance, Business or related field preferred.
- Minimum of 10 years of related institutional sales experience for an asset manager with a significant institutional client base and verifiable track record of success raising high-quality, long-term institutional assets across market conditions.
- Comprehensive knowledge of global capital markets across multiple asset classes, particularly fixed income and alternatives.
- Proven track record of success in raising assets on an individual basis with a demonstrated ability to build strong relationships with key decision makers and influencers. Demonstrated ability to effectively manage details and provide accurate, timely follow-up.
- Possess a wide network of institutional investor relationships across corporate and public pension plans, endowments, foundations, insurance companies, health care organizations and family offices.
- Strong presentation and communication skills, including the proven ability to manage a meeting effectively and articulate complex investment processes clearly, knowledgeably and credibly.
- Ability to drive for results, set and achieve compelling goals, as well as the grit and attitude found in top-tier sales professionals.
- Strong presentation skills including the proven ability to manage a meeting effectively and clearly articulate RBC GAM's overall value proposition.
- Deep understanding of multiple investment capabilities and the unique needs of each investor type with the goal of positioning investment solutions to meet investor objectives
- Demonstrated ability to effectively manage details and provide accurate, timely follow-up.
- Ability and desire to travel up to 50-75% of the time.
- Adopter of digital efficiencies and software applications.
- Collaborative, collegial, enthusiastic, persistent, well prepared and organized.
- Diligently follow processes established by RBC GAM Compliance, Legal, Finance, Operations and Marketing Teams and represent RBC GAM to internal stakeholders at RBC.
- Advanced designations such as MBA, CFA and/or CAIA preferred.
- Series 7 and 63 required

For additional information please contact:

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