

DIRECTOR, BUSINESS DEVELOPMENT, US EAST

Who are we?

We are CEM Benchmarking, a global data and insights firm for institutional investors including pension funds, insurance companies, endowments, foundations, family offices and sovereign wealth funds.

Our blue-chip corporate and government clients represent \$14 trillion in assets under management and over 50 million members. We provide them with objective insights to maximize value for money in both investments and pension administration. This helps our clients better understand where they stand and how to improve their performance. By improving our clients' performance, we, in turn, improve the financial well-being of pensioners globally.

How do we provide unique and actionable insight? By coupling the most extensive global database in the pension arena with unrivalled industry knowledge. All of this comes from experience - we have been at this since 1992. We were founded in Toronto, Canada and expanded to the UK more than a decade ago.

We work together in a small company ambiance where your contributions will be appreciated and your progress will be directly related to your ability and effort. Working at CEM, you will stretch your creative and analytical abilities while participating in the growth of a headline-making business.

Our Opportunity

As the Director, Business Development, US East, you will be responsible for driving sales of all CEM subscriptions within your region of Eastern United States. Key responsibilities include generating and converting sales opportunities, staying abreast of the pension market, ensuring exceptional client delivery, supporting product development, building CEM's brand, fostering collaboration, and consistently meeting sales targets.

The role is based in Toronto, with US travel. When in Toronto, the role is hybrid with a target of 2-3 days per week in our office.

Main Responsibilities:

- Generate and convert sales opportunities through proactive outreach, tailored marketing material sharing, and maintaining strong product knowledge.
- Stay updated on pension market trends, review fund reports, and engage with industry experts and prospects.
- Ensure high-level client delivery as the primary point of contact, support warm transfer to relationship managers, and participate in report presentations as needed.

- Support product development by contributing ideas, providing client-focused feedback, and collaborating on product roadmaps.
- Build CEM's brand through industry conference presentations, crafting relevant articles, and attending conferences with prospects and clients.

You Bring:

- A personal desire to make a difference in the financial well-being of pensioners.
- In-depth knowledge of the market and ability to stay current on industry trends. This includes a strong understanding of both:
 - Investments. The approach, operating model and regulatory environment for both DB and DC plans in CEM's Rest of Eastern US market.
 - Administration. The servicing of pension members and / or beneficiaries.
- 10+ years experience in long-cycle, consultative sales or business development, preferably within the financial services industry.
- Strong communication and presentation skills, with the ability to effectively engage with clients and internal stakeholders.
- Bachelor's degree in Business, Finance, or related field; MBA, CFA or relevant certification would be an asset.
- Demonstrated ability to meet and exceed sales targets, with a track record of driving revenue growth.
- Willingness to travel internationally about 50% of the time. Cultural sensitivity in foreign settings.

If You Seek:

- The entrepreneurialism of a smaller venture married with the stability of an established firm.
- Opportunities to work with some of the largest and most sophisticated global institutional investors.
- A hybrid work environment with both in-office and at-home flexibility.
- A curiosity-driven culture founded on a desire to improve lives.
- A team that is stronger for its gender, cultural and intellectual diversity.
- Camaraderie, collaboration, open communication and a high-trust environment.

Then we want to hear from you!

To apply, please email your resume to sadaf@cembenchmarking.com.