



## **VC Prive Job Openings** (as of 3.1.2011)

**POSITION:** **Regional Sales Directors in key investor markets (full or part time)**

**SUMMARY:** Are you a highly qualified professional in the financial services industry, with a background in institutional sales, wealth management, or a similar role discussing sophisticated investment opportunities? Do you pride yourself on the deep and lasting business relationships you've developed with investors? Do you like the idea of a boutique firm where you can manage your own destiny?

**LOCATION:** Key markets where investors in alternative assets are concentrated: Boston, Florida, Los Angeles, New York, North Carolina, San Francisco area, Seattle, Texas.

**QUALIFICATIONS:** You will know this opportunity is worth your consideration if you:

- Take pride in your exemplary level of professionalism, communication, and follow up;
- Bring intense drive and sustained focus to all your undertakings;
- Enjoy flexible, entrepreneurial organizations that let you maximize your value;
- Have demonstrated your ability to originate and grow a customer base;
- Prefer to represent exclusive, premium products, rather than mass-market, generic deals;
- Are confident building rapport and trust with demanding individuals like high net worth investors, institutional money managers, and investment advisors;
- Can explain complex investment products, when provided with relevant information;
- Value working with colleagues who are mutually supportive, committed, and respectful;
- Credit your success to your positive outlook, disciplined work habits, ethical conduct, pursuit of excellence, and superlative written, verbal and personal presentation skills;
- Possess, or have the ability to acquire, Series 7 and 63 licensing, with no precluding background problems such as felony convictions, securities violations or bankruptcies;
- Actively seek roles where you will be fairly compensated for your success.

**RESPONSIBILITIES:** Your day to day responsibilities will include:

- Developing, maintaining and growing your network of high net worth individual and institutional investors, family offices, and investment advisors, through personal referrals and events, with training and support provided by VC Privé;
- Presenting premium investment opportunities (venture capital, private equity, hedge, and other alternative asset funds) to investors with whom you have established rapport, via email, telephone and personal meetings;
- Using a disciplined follow up process to hand-hold investors through due diligence and final execution of documents.

**COMPENSATION:** Compensation is directly based on performance. Depending on time Commitment and proficiency, target earnings are \$75,000-\$400,000/year.

**TO APPLY:** Email your resume and a cover letter of 100-200 words explaining your interest and relevant experience to: Laura Roden, Founder & Managing Director, VC Privé LLC, [LRoden@vcprive.com](mailto:LRoden@vcprive.com).