



Position: Internal Sales Associate
Reports to: Sales Desk Manager

Organization: Sales
Location: New York

Firm Overview

Central Park Group, LLC was founded to serve the growing demand for alternative investments among high net worth and smaller institutional investors. The Firm sources private equity, hedge fund, fund-of-funds and real estate managers and develops offerings that are appropriate for a broad range of qualified investors. With experience across alternative investment asset classes, Central Park Group has established a platform of offerings to serve the needs of sophisticated investors in an increasingly complex investment environment.

Position Overview

Located in New York, the internal sales desk supports the external sales team on the positioning and sales of CPG products to financial advisors. The internal sales associate is responsible for establishing, developing and maintaining financial advisor relationships as well as acquiring new business to help achieve sales goals. Internal sales associates work with one external salesperson covering one territory.

Qualifications

- College degree, Series 7 & 63 licenses
- 2+ years internal sales experience within the financial services industry
- Alternative investment experience preferred
- Strong computer skills: MS Word, Excel, PowerPoint
- Excellent verbal and written communication skills, attention to detail
- Must be a self-starter and demonstrate a passion for sales

Responsibilities

- Establish, develop and maintain relationships with financial advisors
- Outbound sales calls to financial advisors
- Secure financial advisor meetings for external and manage post meeting follow-up
- Work with external to formulate and implement a business plan and sales strategy
- Document conversations with financial advisors in CRM system
- Support strategic marketing initiatives
- Work closely with Central Park Group resources including marketing, research and operations
- Deliver effective presentations promoting CPG offerings, services and competitive advantages
- Participate in sales initiatives and events
- Make sound business decisions, prioritize and manage workload

To apply for this position, please send resume and cover letter to careers@centralparkgroup.com.

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