



VICE PRESIDENT, PARTNER ENGAGEMENT

Remote position for an experienced professional expected to interface with Clients and Prospects of Alliance Global Advisors. Individual must be Client-focused, possess an innovative mindset and be knowledgeable about industry best practices. The candidate will be responsible (and must be comfortable) leading Client calls alongside a dedicated Client team and interfacing with executive management teams. Preference will be given to candidates with expertise in Investment Consulting and Investment/Portfolio Management.

Alliance Global Advisors

Alliance Global Advisors is a women-owned consulting firm focused on empowering the real asset investment community to elevate best practices. Alliance partners with organizations to provide an independent perspective and innovative approach to critical strategic initiatives. Our partnerships allow senior management teams to focus on what matters most: diligently managing client capital, creating value and delivering exceptional returns in a performance-driven market.

Primary Responsibilities

Client Lead Responsibilities

- Assume Client Lead Responsibilities for a designated group of Alliance Clients (Investment Managers)
- Oversee Analysts and Associates assigned to Client accounts
- Coordinate all Client meetings/calls and manage inbound Client requests with the support of Client team
- Lead Client meetings, presentations and manage Client deliverable timelines
- Serve as an intermediary between Alliance Management Team and dedicated Client teams
- Drive value creation for Alliance Clients, thinking ahead to develop strategies and deliverables that are customized to the Client
- Collaborate with Alliance VPs and Team members to drive value for Alliance clients
- Oversee and opine on Client Policies & Procedures for designated Clients
- Maintain and update Client work product deliverable schedules throughout the life of a Client engagement
- Provide exceptional Client service
- Develop or contribute to a designated area of expertise

Other Responsibilities

- Participate in weekly Alliance team calls
- Participate in calls with Consultants, Investors and other important stakeholders
- Maintain and cultivate relationships with network of industry participants
- Contribute to Alliance's adherence to Industry Best Practices and make recommendations for improvement
- Contribute to Alliance marketing efforts
- Initiate projects surrounding thought leadership pieces on behalf of Alliance
- Contribute to the production of Alliance Masterclasses and other content



- Oversee the production of monthly blog content creation and maintain responsibility for leading up to two blogs per year, with assistance from Alliance Analysts and Team Members, as necessary. Duties include establishing blog topics, formulating outline, conducting research, soliciting external contributions/quotes, managing Analysts and drafting corresponding e-mail language
- Identify potential prospects, assist with prospecting and generating new business
- Participate in prospecting efforts and prospecting calls as needed
- Travel as necessary for Client meetings and conferences
- Mentor, train and cultivate the team of Alliance Analysts/Associates
- Assume a position of responsiveness to all Alliance team members
- Lead and participate in internal "Empower Hours"

Secondary Responsibilities

- Join the Alliance Leadership Team and work directly with Alliance Management Team in a leadership role
- Participate in the development of short-term and long-term corporate growth strategy goals for the Alliance platform
- Identify opportunities and participate in discussions related to business growth and expansion
- Stay abreast of industry best practices, reporting guidelines and trends as necessary in the GP marketplace
- Understand competitor initiatives as it pertains to advisory services
- Participate in conferences/panels focusing and report critical findings to the Alliance Team

Why you will love working with us: Passion, Confidence & Empowerment

Alliance Global Advisors is committed to improving the investment management industry. We are passionate about creating work that will continue to enhance the industry and promote modernization across our Clients' platforms. We are confident in and proud of the results we deliver, and we seek to create a community that empowers each other, encouraging professional development through mentorship. Alliance is committed to Diversity, Equity and Inclusion - candidates should have similar objectives. Visit alliance-globaladvisors.com to learn more.

Requirements / Preferences

- Candidate should be a team-oriented individual who craves constant personal and professional improvement
- Candidate must be confident representing Alliance and Alliance Client teams as a Client Lead
- Candidate must have experience leading presentations and managing complicated (and innovative) projects across multiple teams
- Candidate must exhibit knowledge of Limited Partner, General Partner and Consultant processes and expectations
- Candidate should have at least 15 years of experience in the Real Estate Investment industry
- Candidate should have appropriate education and real estate investment experience with a Consultant, Limited Partner or General Partner organization
- Candidate must have an understanding of industry regulatory policy and compliance requirements
- Candidate should contribute to diversity of thought, and have a designated area of expertise
- Candidate must be willing to grow with Alliance as it develops new products and offerings to the investment industry
- Candidate should review and be willing to support the Guiding Principles of Alliance Global Advisors



Compensation & Location

- Remote Work Environment: Alliance is headquartered in Naples, Florida. However, you choose where you live and work
- Contract Position
- Annual compensation commensurate with experience
- Annual Discretionary Bonus, considering the following elements
 - Team Member Performance
 - Performance of Business
 - New Business / Lead Generation
- Additional incentives

Contact

If interested, please send a cover letter and resume to: ea@alliance-globaladvisors.com. We look forward to hearing from you!