



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, be knowledgeable about industry best practices (for Investors and Investment Managers) and driven to succeed.

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

- Assume Client Lead Responsibilities on a designated group of Alliance Clients
- Lead Client meetings and participate in presentations
- Oversee Analysts and management of deliverable. Serve as an intermediary between Managing Partners and Analysts
- Provide training to Alliance team members and Clients
- Provide a unique and complementary skillset and contribute to a particular area of expertise (Operations/Reporting, ESG, Technology & Innovation, Emerging Managers, etc.)
- Oversee and opine on Client Policies & Procedures for designated Clients
- Monitor and stay ahead of the latest developments in responsible investing, including sustainability, social impact and other related areas
- Participate in calls with Consultants and LPs as needed to stay in touch with the investment community
- Contribute to Alliance's adherence to Industry Best Practices and make recommendations for changes as appropriate
- Contribute to Alliance Marketing and when necessary, contribute to writing thought leadership pieces on behalf of Alliance
- Contribute to the production of Alliance Masterclasses, review and update twice annually (more often as needed)
- Oversee the production of monthly blog content creation and maintain responsibility for leading up to four 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 calls/videos
- Track individual / team tasks, report Client hours in software management program and report to Partners as necessary
- Travel as necessary for Client meetings and conferences

Secondary Responsibilities

- Work directly with Co-Founders in a leadership role, developing a program to satisfy Client needs and leading Client correspondence
- Develop and implement a short-term and long-term corporate growth strategy for the Alliance platforms, including future growth initiatives
- Oversee, create new and update existing content creation (blogs, research materials and other marketing collateral) related to Alliance Client needs
- 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

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 must exhibit knowledge of Limited Partner, General Partner and Consultant processes and expectations
- Candidate should have appropriate education and minimum of seven (7) years of real estate investment experience with a Consultant, Limited Partner or General Partner
- Candidate must maintain current knowledge of real estate global impact strategies
- Candidate must possess current knowledge of global ESG reporting entities (GRESB, UN PRI, TCFD, Article 8, etc.) and asset level certifications (LEED, Energy Star, BREEAM, BOMA)
- 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
- Candidate should be a team-oriented individual who craves constant personal and professional improvement

Compensation & Location

- Contract Position, no benefits currently offered
- Annual compensation commensurate with experience
- Annual Discretionary Bonus, considering the following elements
 - Team Member Performance
 - Performance of Business
 - New Business / Lead Generation
- Remote work environment: Alliance is headquartered in Naples, Florida. However, you choose where you live and work

Contact

If interested, please send a cover letter and resume to mrzoski@alliance-globaladvisors.com