IRON

JOB PROFILE	
Job Title:	Client Relationship & Business Development Manager
Job Location:	Lagos, Nigeria
Job Status:	Full-Time
Reports to:	Head, Asset Management, and CEO
Key Interfaces:	Potential Clients and Prospects, Existing Clients, Internal Stakeholders, Regulators, Investors, etc.
Job Overview:	We seek a Client Relationship & Business Development Manager to lead our client acquisition efforts and foster long-term partnerships with corporate institutions, High-Net-Worth Individuals (HNI), pension funds, and government agencies. The ideal candidate will be instrumental in establishing our market presence, educating prospects about our product offerings, and supporting the firm's growth trajectory. This role involves driving business growth, expanding assets under management (AUM), and building strategic partnerships through a well-established client base and network. Proven experience in building and maintaining strong client relationships, and the ability to identify and execute new business opportunities are essential to this role.
Principal Responsibilities & Duties	▪ ***Client Acquisition*** – Develop and execute strategies to attract and maintain new and existing clients. ▪ ***Relationship Management*** – Establish and maintain long-lasting relationships with existing clients, prospects and key stakeholders. ▪ ***Business Development*** – Actively identify and pursue new business opportunities and strategic partnerships. ▪ ***Market Knowledge*** – Maintain up-to-date knowledge of market trends in national and global asset management, as well as up-to-date knowledge of regulatory requirements and compliance. ▪ ***Product Knowledge*** – Sound knowledge of finance, asset management and investment portfolios, and articulate same to clients and prospects with unique value propositions. ▪ ***Collaboration and Support*** – Cross-functional team collaboration with asset management, legal, finance, compliance and operations teams to support business growth. ▪ ***Reporting and Analysis*** – Monitor client conversion metrics, conduct regular meetings, presentations with visual insights and data to prospective clients and key stakeholders, to inform future business development strategies. ▪ ***Client Satisfaction*** – Serve as the primary point of contact for clients and prospects, guarantee high levels of customer satisfaction to increase client loyalty and retention. ▪ ***Market Research and Analysis*** – Routinely conduct market research and competitor analyses for a better understanding of client/customer needs. ▪ ***Marketing & Events*** – Lead marketing, seminars, workshops, customer segmentation efforts and other relationship-building activities, to increase visibility in targeted market segments. ▪ ***Financial Advisory*** – Advise on strategic investment options based on the client's risk tolerance and financial goals, within permissible asset categories. ▪ ***Strong Client Base and Network*** – Develop a pipeline of high-net-worth individuals, key clients and partners. ▪ ***Team Leadership and Management*** – Responsibility and accountability to inspire, motivate, and foster high results among team members through thought leadership.
Attributes, Qualifications & Skills	▪ Proven track record as a Client Relations Manager in asset management, institutional sales, or business development within financial services, banking, microfinance or investment houses for more than 5 years.

	▪ Strong understanding of investment products, asset classes, client segmentation as well as market segments. ▪ Strong network within institutional and high-net-worth investor segments. ▪ Resilience and persistence with pursuing leads and closing deals. ▪ In-depth understanding of market dynamics, corporate finance, capital market, fund management, wealth management and regulatory frameworks. ▪ Excellent communication and interpersonal skills, with a personable approach and credibility. ▪ Confidence, charisma with natural relationship-building skills. ▪ Persuasive negotiation and closing skills. ▪ Business acumen, high level of integrity and ethical conduct. ▪ Commitment to high quality standards and attention to details. ▪ Proactive, entrepreneurial outlook with a passion to succeed in a competitive market environment. ▪ Ability to simplify and present complex investment concepts to varied audiences. ▪ Educational Qualifications: • A strong academic background, with a first or higher degree in business administration, finance, economics, marketing, accounting, banking, or a related field
Why Join Us?	▪ An opportunity to work in a fast-growing, innovative and client-centric asset management firm. ▪ A strategic role in shaping existing client base and reputation. ▪ A collaborative culture that values integrity, impact, innovation and rewards. ▪ Competitive compensation, benefits and perks, as well as performance incentives.
How to Apply?	▪ Interested and qualified candidates should send their resumes to careers@iron.africa. Applications should be sent on or before 5:00PM, 1st August 2025. Only qualified candidates will be contacted.