

# Institutional BDM

- Senior Institutional Sales Role
- Proactive & Solutions Oriented Mandate
- Consultative Sales Focus



**Vanguard** INVESTMENTS®

Vanguard Investments Australia Ltd is one of Australia's fastest growing fund managers, with a superior track record in index funds management and investment solutions. It now manages more than \$70 billion on behalf of institutional and retail clients.

Reporting to the Head of Institutional Sales & CRM, this senior position is responsible for the implementation of Vanguard's Institutional Business Strategy. This includes actively promoting Vanguard's products and solutions to major superannuation funds and asset consulting firms. As part of a collegiate and small team you will also assist Key Client Manager's to maintain and enhance existing client relationships.

Philosophically aligned to Vanguard's high quality index funds management focus, you will have demonstrable experience and well established relationships within the institutional market. You will also have a strong consultative sales capability, high level of technical competency, team orientation, high ethical standards and professional integrity. **Melbourne based.**

**For a strictly confidential discussion, please contact our retained consultant, Ian Hackett on +613 9935 5274 or submit your resume to [ihackett@deanling.com.au](mailto:ihackett@deanling.com.au) quoting reference number IH0212.**



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