

COMPANY NAME:

Prudential

JOB TITLE:

VP, Channel Relationships

DESCRIPTION/RESPONSIBILITIES:

This position offers the opportunity to participate in the distribution efforts supporting innovative institutional pension solutions for defined benefit sponsors. This position will work collaboratively within a broader Prudential Consultant Relations team and work closely with other members of the Pension & Structured Solutions business team in leading the development and execution a comprehensive consultant strategy for pension risk solutions.

The pension risk transfer market, and its attractiveness to Prudential, will be heavily influenced by the consultant marketplace and its overall acceptance of emerging pension solutions. As such, the candidate for this position will be expected to have in-depth knowledge around consultant driven business models, be technically proficient in the pension space and adept at educating, cultivating and influencing the consultant channel.

Prior experience working with (or in) national and regional actuarial and/or investment consultant firms will be key to the assignment of this opportunity.

RESPONSIBILITIES:

- * Specialize in developing strong and productive relationships with national and regional actuarial and investment consultants in support of divisional revenue and asset goals
- * Develop and execute the consultant strategic and tactical plan as it relates to the pension risk transfer market
- * Develop and execute proactive consultant calling programs and presentations
- * Ensure consultants have a clear understanding of existing and emerging pension solutions, trade-offs between different strategies and Prudential Retirement's innovative role in the space
- * Develop the overall value proposition for consultants with respect to insurance based pension solutions
- * Be technically proficient to respond to challenges and be able to expand the dialogue beyond traditional pension solutions
- * Educate the broad consultant community on Prudential Retirement's key capabilities, target markets and articulate key points of differentiation with a focus on pension solutions
- * Shape consultant's perception of new areas of innovation, Prudential's thought leadership and the inclusion of Prudential Retirement solutions in consultant connected searches
- * Complete and maintain consultant profiles, consultant meeting notes, communication campaigns and other critical consultant information
- * Provide valuable information to consultants to develop meaningful relationships (i.e., client trends, thought leadership pieces, industry trends, emerging risk transfer solutions, UK pension market and influence in US market etc.). Respond quickly to ad hoc consultant requests for information
- * Coordinate and partner effectively across internal partners

REQUIRED SKILLS:

* The top candidate must have a thorough understanding of the Capital Markets, Institutional Investments and Actuarial Defined Benefit practices.

* A demonstrated and quantifiable track record of success in relationship building with consultants and other third party intermediaries

* Experience in marketing Defined Benefit services and investment products to consultants/institutional plan sponsors

* Insurance, Series 6 or 7 & 63 license (required in first 120 days)

* Bachelor's degree. MBA, CFA and/or FSA preferred

* Minimum 10 years sales, marketing or investment/DB consulting experience

* Willingness to travel approximately 40-60% of the time

* Superior communication and presentation skills for all written and verbal presentations

* Ability to think strategically and make sound business decisions

* Superior organizational, consultative sales and listening skills, with attention to detail

To apply for this position, copy/paste the following URL into your browser:

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