

JOBLINE202508\_01

2025/8/7

## 1.Job Title

Relationship Director of Institutional Sales

## 2.Minimum CFA Qualification

Level I Candidate

## 3.Job Location (City / Country)

Tokyo, Japan

## 4.Annual Base Salary

14,000,000 - 14,500,000 yen

## 5.Other Benefits

plus Commission Target

## 6.Company Description

Since launching the first U.S. open-end mutual fund in 1924, MFS has been committed to a single purpose: to create value responsibly for clients. Through our durable investment approach, we combine collective expertise, long-term discipline and thoughtful risk management to uncover what we believe are the best investment opportunities in the market.

Today, MFS offers fixed income, equity and quantitative solutions to financial advisors, intermediaries and institutional, clients around the world.

## 7.Job Description and Responsibilities

Relationship Management(45%)

- Acts as primary contact for clients regarding all aspects of the relationship with MFS.
- Maintains, expands, and communicates knowledge of all client's needs, concerns and overall satisfaction with MFS, through frequent contact (direct, written, and verbal). Provides same services to gatekeepers, as necessary.

- Retain and gather new assets from clients. Anticipates and develops opportunities to expand and strengthen the relationship.
- Know client's evolving and changing investment needs and initiate action to capitalize on them. Involves other MFSI personnel as necessary in this process.
- Anticipates risks to the relationships, take steps to protect them, and keeps manager appraised.
- Develops additional executive contacts other than those directly involved in the relationship, making the firm's expertise on a broad range of subjects available to the client as appropriate.
- Introduces clients to key MFS personnel to broaden the relationship.
- Interacts with other MFS departments (Client Service, Investment, Legal, Accounting, Compliance) to ensure that client needs are being met at all levels.

#### Sales(45%)

- Drives, develops and implements the business strategies.
- Works with Managing Director of MIMKK to develop and implement sales strategies, which align with MFS company strategy.
- Monitors industry trends, advises on company product development and develops a long-term strategy for marketing MFS' investment management to clients to achieve sales goals. This will include designing and implementing a business plan every year.
- Develops relationships and secure business opportunities with prospective clients, including local asset managers, distributors, and gatekeepers.
- Composes stories and presentations suitably customized for local clients working in retail channel.
- Achieves the goal of expanding fixed income business.
- Keeps client informed of products and enhancements within MFS and relevant industry information and developments in financial markets.
- To be responsible for preparing sales proposals and client meeting presentation materials by liaising and coordinating with internal parties/departments, such as RFP team, Fund/Product Managers and other related support teams.
- Works closely with Marketing Team for marketing events to strengthen and promote our company profile.

#### Other Responsibilities(10%)

- Ensure compliance of office with internal MFS regulations as well as external regulatory requirements. Escalate regulatory compliance issues in accordance with established policies and procedures to Regional Compliance Officer.

- Ensure collaborative working relationships between distribution and other departments
- Train, educate and mentor new entrants to the team.
- Market intelligence: Maintain awareness of industry trends and competitive landscape.
- Maintain proper record keeping on C360 and local system for all sales and business activities.
- Liaising with colleagues from other offices on client or product matters, some of which will happen during Japan evening hours.
- Assume additional responsibilities as requested.

## 8.Job Description and Responsibilities

### 9.Submit Resume?

Yes

### 10.Submit Salary History?

No

### 11.Submit Expected Salary?

Yes

### 12.Any Additional Information or Comments?

### 13.Company Contact Name

Yulica Hagino, Talent Acquisition

### 14.Title at Company

### 15.Company Name

MFS Investment Management

### 16.Company Address

1-4-2 Kasumigaseki, Chiyoda-ku,Tokyo Japan 100-0013

### 17.Telephone Number

81-3-5510-8142

### 18.Email Address

yhagino@mfs.com

### 19.Specific Instructions

Please apply via Workday

[https://mfs.wd1.myworkdayjobs.com/MFS-Careers/job/Japan/Relationship-Director-of-Institutional-Sales\\_MFS-231302](https://mfs.wd1.myworkdayjobs.com/MFS-Careers/job/Japan/Relationship-Director-of-Institutional-Sales_MFS-231302)