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Senior Business Development Officer - Institutional Asset Management

Apply

 KY - Louisville (40202)

 Full time

 Posted 15 Days Ago

 R166494

Position Overview

At PNC, our people are our greatest differentiator and competitive advantage in the markets we serve. We are all united in delivering the best experience for our customers. We work together each day to foster an inclusive workplace culture where all of our employees feel respected, valued and have an opportunity to contribute to the company's success. As a Senior Business Development Officer within the PNC Institutional Asset Management organization, you will be based in Louisville, KY.

In this position, you will consult with prospects to identify their needs and provide solutions including PNC's OCIO, 401(k), Custody and proprietary fixed income solutions. Prospects include nonprofits, corporations and both DB and 401(k) plans.

The position is primarily based in a PNC location. Responsibilities require time in the office or in the field on a regular basis. Some responsibilities may be performed remotely, at the manager's discretion.

Job Description

- Identifies prospective AMG clients or referral sources by educating about and positioning AMG capabilities to generate awareness, deliver solutions and drive new revenue. Develops the most complex and sophisticated new client opportunities.
- Calls on prospects and Centers of Influence to sell the full spectrum of AMG products and services, generally at client location and either self-initiated or referred by internal/external partners. Cultivates

referrals/leads, generates interest and collaborates with partners to close the sale.

- Observes products, pricing, competitive landscape and bring ideas and suggestions to management and/or partners to establish and execute the appropriate activities, tactics and strategies to generate, identify and pursue new opportunities and successfully close the sale. Uses insight on industry trends, best practices and solution knowledge to obtain new clients and expand existing relationships
- Meets with and educates partners to position the value of AMG capabilities. Assesses new business opportunities on a consistent basis, including completing book of business reviews, responding to new business inquiries and requests for proposals, and maintaining territory/focus lists. Drives team member accountability and participation.
- Maintains timely, accurate and complete sales administration tasks as determined by the business. Expected to train, coach and/or mentor other team members in market if applicable.

PNC Employees take pride in our reputation and to continue building upon that we expect our employees to be:

- **Customer Focused** - Knowledgeable of the values and practices that align customer needs and satisfaction as primary considerations in all business decisions and able to leverage that information in creating customized customer solutions.
- **Managing Risk** - Assessing and effectively managing all of the risks associated with their business objectives and activities to ensure they adhere to and support PNC's Enterprise Risk Management Framework.

Qualifications

Successful candidates must demonstrate appropriate knowledge, skills, and abilities for a role. Listed below are skills, competencies, work experience, education, and required certifications/licensures needed to be successful in this position.

Preferred Skills

Account Management, Asset Allocation, Capital Management, Credit Risk Analysis, Customer Needs, Equity Valuations, Investment Banking, Sales

Competencies

Business Acumen, Customer Experience Management., Decision Making and Critical Thinking, Effective Communications, Financial Services Industry, Managing Multiple Priorities, Sales Function, Selling.

Work Experience

Roles at this level typically require a university / college degree. Higher level education such as a Masters degree, PhD, or certifications is desirable. Industry relevant experience is typically 8+ years. Specific certifications are often required. In lieu of a degree, a comparable combination of education, job specific certification(s), and experience (including military service) may be considered.

Education

Bachelors

Certifications

No Required Certification(s)

Licenses

No Required License(s)

Benefits

PNC offers a comprehensive range of benefits to help meet your needs now and in the future. Depending on your eligibility, options for full-time employees include: medical/prescription drug coverage (with a Health Savings Account feature), dental and vision options; employee and spouse/child life insurance; short and long-term disability protection; 401(k) with PNC match, pension and stock purchase plans; dependent care reimbursement account; back-up child/elder care; adoption, surrogacy, and doula reimbursement; educational assistance, including select programs fully paid; a robust wellness program with financial incentives.

In addition, PNC generally provides the following paid time off, depending on your eligibility*: maternity and/or parental leave; up to 11 paid holidays each year; 8 occasional absence days each year, unless otherwise required by law; between 15 to 25 vacation days each year, depending on career level; and years of service.

To learn more about these and other programs, including benefits for full time and part-time employees, visit pncbenefits.com > New to PNC.

**For more information, please click on the following links:*

[Time Away from Work](#)

[PNC Full-Time Benefits Summary](#)

[PNC Part-Time Benefits Summary](#)

Disability Accommodations Statement

If an accommodation is required to participate in the application process, please contact us via email at AccommodationRequest@pnc.com. Please include "accommodation request" in the subject line title and be sure to include your name, the job ID, and your preferred method of contact in the body of the email. Emails not related to accommodation requests will not receive responses. Applicants may also call 877-968-7762 and say "Workday" for accommodation assistance. All information provided will be kept confidential and will be used only to the extent required to provide needed reasonable accommodations.

At PNC we foster an inclusive and accessible workplace. We provide reasonable accommodations to employment applicants and qualified individuals with a disability who need an accommodation to perform the essential functions of their positions.

Equal Employment Opportunity (EEO)

PNC provides equal employment opportunity to qualified persons regardless of race, color, sex, religion, national origin, age, sexual orientation, gender identity, disability, veteran status, or other categories protected by law.

California Residents

Refer to the [California Consumer Privacy Act Privacy Notice](#) to gain understanding of how PNC may use or disclose your personal information in our hiring practices.

About Us

For more than 160 years, we have been committed to supporting our customers, communities, employees and shareholders. At PNC, we are proud of our longstanding history of building strong communities that create financial opportunities for individuals, families and businesses.

The commitment to creating a differentiated experience for our customers is driven by our commitment to doing

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