BUSINESS DEVELOPMENT, Fintech and Asset Management Services

****** CoreLabs ******

Core Capital is an investment and scientific research firm built in 2004 upon a unique combination of academic and practitioner experience. **CoreLabs is the *Scientific and Investment Risk Counseling* arm of Core Capital.**

CoreLabs and its long standing technology partner, Fortech, teamed up to form a next generation fintech business where new tech is not only employed to improve the use of financial services, but also to change the way investors think about their portfolios. Our scientific work reaches the client through both advanced technology/software and investing services, including portfolio construction and risk consulting.

Core is based in Chicago. Our team is diverse on many dimensions, including professional background, ethnicity, gender, religion, age, and love for mathematics. We actively encourage diversity, being a certified woman-owned business ourselves. Fortech is a Europe-based 700 person software services organization in business since 2003. Fortech has a solid customer base in the U.S. and is seeking to grow its presence in the financial technology space. Together we are dedicated to becoming outstanding partners for our clients, constantly evolving our services, our technology and the way we invest for their benefit.

Job location: Chicago, IL.

Job Summary

You will be part of an entrepreneurial team executing a plan to rapidly grow the risk counseling and fintech business. You strongly believe in the role of innovation, AI and technology in finance.

You champion the innovative power of our framework and risk technology to give investors more visibility and more control of their portfolios. Crucially, you are able to take these new, sometimes strikingly different financial concepts and translate them into easy to understand, intuitive language.

You will manage the full cycle of business development, influence and collaborate with key stakeholders and partners. You always look to identify client's unsolved problems; you bring these problems to the scientific and tech teams. You are not selling a single product; you are selling problem solving, always looking for the next opportunity that drives growth. By working with customers, the CIO and product development team, you will shape the future of the way portfolio management is understood in the investment community.

Your primary focus will be the US institutional investment segment: public and private pensions, foundations and endowments. Secondarily you might target the wealth management segment. You will secure meetings with prospective clients at their offices or at industry events. You will meet prospective clients in person, with the CIO/other partners or on your own. You will maintain marketing materials and online presence. Depending on your results, there is potential for your compensation to be directly aligned with the success of the fintech business.

Responsibilities

- Develop and qualify business opportunities through both independent lead generation and collaboration with partners
- Responsible for the full sales cycle, lead the account strategy for the institutional market
- Build long-term relationships through continuous exploration and understanding of client needs
- Develop and execute in collaboration with partners on the strategic business plan; able to forecast accurately and meet own strategic goals
- Manage multiple opportunities through the full sales cycle simultaneously
- In collaboration with partners identify new business opportunities for new services, product development and unique projects
- Travel nationally and occasionally, internationally, to client offices, conferences and events

Key Qualifications

- Highly entrepreneurial spirit and enthusiasm for the role of technology and AI in finance
- Bachelor's degree. Coursework in marketing, finance, business or communication a plus
- 3+ years experience in financial services, technology or other industry with exposure to financial instruments and concepts, especially risk
- 2+ years direct experience in sales or client facing role highly preferred
- Knowledge about the institutional market and an established professional network preferred

- Ability to sell an integrated portfolio of services on a needs/solution approach
- Ability to learn quickly, use and explain intuitively innovative portfolio and risk related concepts and tools
- Ability to influence key decision makers
- Ability to interact pertinently with high level executives
- Ability to speak credibly about risk and software services, the AI platform and diagnose client needs
- Ability to multi-task in a fast-paced, results oriented environment
- Ability to work independently but also within cross disciplinary teams
- Ability to create and maintain marketing materials

Application Process

Please send your resume and a cover letter to career@corecap.com. Explain to us why this opportunity interests you. Applications with thoughtful cover letters will be given priority.