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Goldman Sachs City Fellowship 2009/10

SALES AND MARKETING - GOLDMAN SACHS ASSET MANAGEMENT (GSAM)

Firm Overview:

The Goldman Sachs Group, Inc. is a bank holding company and a leading global investment banking, securities and investment management firm. We provide a wide range of services worldwide to a substantial and diversified client base that includes corporations, financial investors, governments, non-profit organisations and high net worth individuals. In doing so, we bring together people, capital and ideas to make things happen for our clients.

Business Unit Overview:

Goldman Sachs Asset Management delivers innovative investment solutions through a global, multi-product platform that offers clients the advantages that come with working with a large firm, while maintaining the benefits of a boutique. The GSAM Distribution teams market Goldman Sachs Asset Management investment products and services to institutions and, through third party channels, to markets around the world.

The Sales and Marketing Relationship Management Team is responsible for new business development and managing existing institutional and third party distribution client relationships. Geographic coverage encompasses Pan Europe, the Middle East, New Markets, and Africa. Clients include corporations, financial institutions, foundations and endowments, governments and pension plans. This role is part of the Global Distributor team, based in London.

Responsibilities:

- Coordination and preparation of marketing materials, including presentations, client reports, request for proposals
- Attending client and/or prospect meetings, as required
- Conducting competitor/market research and analysis
- Participation in cold-calling/prospecting activities
- Develop & maintain target client/prospect list
- Working with team to develop sales strategy for target clients/prospects and strategic planning

Skills and Experience:

- Fluency in English and Spanish
- Combination of strong analytical, oral and written communication skills
- Strong client and sales orientation
- Excellent interpersonal skills
- Good commercial instincts
- Experience in a sales or marketing-orientated role preferred
- Computer software abilities including spreadsheets, graphics and word processing