



Job Title: Director – Distribution and Placement

Reporting to: Chief Executive Officer

Job Purpose:

The Director of Distribution and Placement is to oversee the whole department whilst directly reporting to the CEO.

Brief Description:

This position requires a talented person with a strong placement & distribution backgrounds; who can roll up his/her sleeves and get the job done.

This person must have solid high level networking (HNW & Institutional) experience along with excellent product knowledge (technical understanding of investment products).

- At least 5 years of solid experience in placement
- Saudi market experience is a must.
- Regional experience is a plus
- Languages: Fluent in Arabic and English
- Track record of documented achievement
- Education: BA is a must - MBA from a top University would add value
- Fast learner
- Team player
- Can work independently
- Willing to travel



Detailed Description - Responsibilities:

- Develop the Distribution/Sales Placement department in whichever geographical location needed in order to meet the set targets.
- Oversee the Distribution/Placement/Sales Department whilst reporting to the CEO. This includes recruiting, developing and retaining superior employees within the respective service lines.
- Build strong relationships with the company's clients and hence ensure generation of regular income from such long-term associations.
- Develop policies, strategies, business and sales plans for the department which is in line with Anfaal Capital's overall strategies and direction.
- Ensuring availability of up to date appropriate tools and methodologies.
- Manage services effectively and offer innovative and practical solutions to Anfaal Capital's clients, tailored to their situation and enabling them to adapt to the developing business environment.
- Reviewing assignment requests from clients and take necessary actions in liaison with the CEO and other Directors in analyzing the risk profile of the client before finalizing the clients' acceptance procedures and developing business contracts with accepted clients.
- Maximize sales efforts and implement effective selling and cross selling channels and efforts to achieve the department's financial targets and objectives set by the management.
- Research and Analyze markets to identify the strongest locations for business potential.
- Provide ongoing monitoring of the private placement portfolio, including reviewing covenant compliance, updating financial models and projections, and specific credit and sector research.
- Coordinating provision of timely progress reports to management as well as other relevant reports as may be requested by the regulatory authorities.
- Leveraging as much as possible on the existing operational infrastructure available at Anfaal Capital for synergies and cost cutting.
- Ensure that Distribution/Private Placement policies and guidelines are adhered to and strictly followed.
- Monitor and update management with details of incidents of significant reportable events, complaints, claims, errors and rule breaches.
- Perform market intelligence efficiently and thereby keep the management aware of the competition's business to develop new strategies for increasing Anfaal Capital's market share in the KSA market.



Detailed Description - Person

- Thorough understanding/specific experience in all aspects of Distribution/Private Placement of Portfolio Management/Fixed Income products.
- The candidate should preferably be proficient in Arabic and fluent in English.
- Familiar with the CMA/SAMA and other external agencies' regulations, as applicable to the corporate activities of the company.
- BS in Finance or Business Administration.
- MSc/MBA in Finance/Investment Management or any related field from a reputable University would be a plus.
- Previous experience in the KSA market, ideally with exposure to the overall Middle Eastern market.