



International Services

Role: Business Development Manager Location: Europe Sector: Financial Services

The Role:

To recruit, develop and manage a pan-European network of IFA firms. Reporting directly to the Group's managing director, the role requires a thorough commercial understanding of the regulatory environment created by MiFID/IMD and the anticipated impact of MiFID and IMD II.

The role will focus on the building of a new network of professionally qualified, financially motivated advisory businesses, seeking to operate profitably within the new regulatory environment. Membership proposition includes full MiFID/IMD licensing with a strong emphasis on investment advisory services and UK FCA compliant pension transfer facilities. All services are supported by technical, regulatory and compliance support. In addition, members benefit from the provision of MiFID compliant investment report writing services and the provision of UK FCA compliant pension analysis and reports.

The Company:

The Felicitas Management Group is an established international financial advisory business, with licenced operations in Africa and Europe. Head quartered in Cyprus, the group was formed in 2014

through a series of acquisitions of Cyprus regulated advisory businesses. The board have set out an ambitious strategy to build a multi-jurisdictional, fully licensed advisory business spanning four continents.

The launch of a pan-European advisory network represents a core element of the Group's development plans.

The Candidate

This is a key strategic appointment. The successful candidate will have a thorough working knowledge of the European regulatory framework and a sound knowledge of UK pension transfer legislation. Currently working within the European IFA sector, the candidate will have a strong network of personal contacts within the sector and a proven track record of developing multi-firm, cross border distribution channels.

A combination of experience and a highly developed professional attitude are sought. The candidate must be motivated, resourceful and able to apply initiative to meet the demanding challenges of this role.

Strong communication skills are imperative and an ability to build, refine and deliver compelling presentations are considered essential attributes. Multi-lingual skills maybe advantageous.

Initial interviews will be conducted via either Skype video or FaceTime, with final interviews being conducted in Cyprus, following substantive evidence of potential candidates' regulatory knowledge and presentation skills.

Package:

The remuneration package will include a strong emphasis on performance with bonuses and incentives linked entirely to the commercial success of the new network. The role will carry a competitive salary and an operational budget, to be agreed by the board and supported by a robust business plan.

The role will require the successful candidate to be located close to a major European transport hub, either on the continent, or in the UK.

All initial expressions of interest to be addressed to: martin@fmgroupinternational.com