

About Brickwood Asset Management LLP

Brickwood Asset Management is a dedicated value equities investment boutique, founded in January 2024. Brickwood manages assets for both institutional and retail investors.

Job Title: Sales Director

Location: Hybrid - London

Reports to: CEO

Role Overview

To build and lead the firm's sales function, driving growth in Assets Under Management (AuM) by developing and executing a strategic distribution plan. This role is pivotal in shaping the firm's client engagement approach and aligning sales efforts with investment capabilities.

Key Responsibilities

- Identify and develop new business opportunities.
- Maintain and grow existing client relationships.
- Present investment strategies and product features clearly.
- Collaborate with portfolio managers and marketing teams.
- Stay current with market trends, regulatory changes, and competitor offerings.
- Ensure sale's activities comply with all regulations and Brickwood's standards of Conduct.

Required Skills & Experience

- Technical fluency.
- Strong understanding of financial markets and investment products.
- Excellent communication and interpersonal skills.
- Strong written comprehension.
- Proven track record in sales or client relationship management.
- Familiarity with CRM systems and reporting tools.
- Knowledge of regulatory frameworks (e.g. FCA, ESG standards).
- Ability to work independently and as part of a team.

Preferred Qualifications

- IMC or IAD.
- Experience in asset management, wealth management, or financial advisory.
- Existing network of institutional or wholesale clients.