



# We are Searching for a Passionate, Driven Individual



OPEN POSITION

**Co-Director of Partnerships**

## **CITY DIFFERENT INVESTMENTS**

Launched in 2021, City Different Investments is a Santa Fe based investment management firm founded by a group of experienced industry veterans. We share common values and believe there is a different way to approach our business. In an industry that has become too short-term and transactional, we believe a long-term approach – both for our investment strategies and relationships – will result in better outcomes. That means transparency and accessibility for our clients, respecting and trusting our colleagues, and focusing our efforts on what’s important over the long-term. We’re a Certified B-Corporation and believe the purpose of the company includes creating a material, positive impact on society and the environment. Learn more about what's different at [citydifferentinvestments.com](http://citydifferentinvestments.com).

## **JOB OVERVIEW**

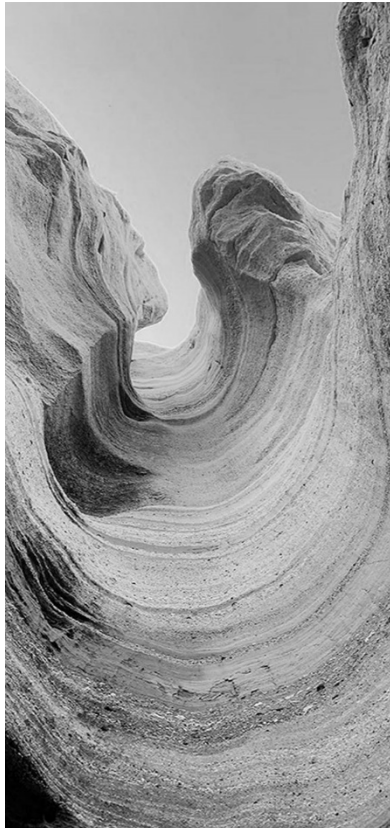
We are searching for a passionate, driven individual to help organize and direct our sales efforts. Our culture embodies a spirit of freedom and responsibility. Candidates must be willing to take on significant responsibility quickly and thrive in an environment where they are empowered to define and execute their day-to-day activities.

The compensation is competitive, including a base salary with back-end compensation tied to assets raised and firm ownership, which provide long-term upside for the successful candidate.



*"Our team has succeeded together for years. We believe in each other and celebrate each other's accomplishments. We share common values. That's why we came together to found City Different."*

*-Connor Browne, CEO*



## REPORTS TO

The Co-Director of Partnerships will report to the CEO.

## RESPONSIBILITIES AND DUTIES

- Help drive the firm's sales activities.
- Help in the long-term development and evolution of CDI's sales strategy.
- Leverage technology to prospect for client meetings and manage a pipeline of opportunities.
- Lead development, follow-up, and qualification. Targeted account selling in person, over the phone, and via Zoom. Travel required.
- Collaborate across the organization, especially with marketing and portfolio management.
- Work with portfolio management and operations to tailor CDI's solutions to client needs.

## QUALIFICATIONS AND EXPERIENCE

- College degree.
- Experience in investment management sales.
- Strong relationships with RIAs and independent broker-dealer advisors. Proven track record of long-term partnership building.
- Exceptional presentation and communication skills.
- Self-starter. Highly organized with the capability to learn on the job. Ability to pivot as needed at a new and growing firm to creatively approach challenging problems, working them until we find a path forward.

## LOCATION AND COMPENSATION

City Different Investments is based in Santa Fe, NM, but we are remote first and believe great work can be done from anywhere. The company provides a competitive compensation and benefits package that includes health (medical, dental, vision), 401(k) and a generous paid time off program.

## CONTACT

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