Position: Client Portfolio Specialist

Description: McDonnell Investment Management, LLC ("McDonnell") is a registered investment adviser located in Oakbrook Terrace, Illinois, with assets under management of approximately $11.6 billion. We provide customized fixed income investment management services to corporations, retirement plans, municipalities, hospitals, endowments, foundations, insurance companies, private clients and mutual funds.

We have an opportunity in our Oakbrook Terrace, Illinois headquarters within our Sales & Marketing team for a Client Portfolio Specialist who is highly motivated and enjoys working in a team environment. The position will cover the Midwest and Eastern regions and be based in the home office. This position will report to the Director of Sales & Marketing. Specific responsbilities include:

- Client Portfolio Specialist will coordinate travel and activities with parent company (Natixis Investment Managers) sales teams. Responsible for growing assets, providing customer service and education on the broad market as well as offering insights on the various strategies run by McDonnell.

- Responsible for identifying sources (Advisor) of managed money in each Separately Managed Account (SMA) platform. Must have creativity to develop innovative and interesting methodologies for presenting materials to advisors regarding current and prospective SMA accounts.

- Must build and maintain a database of contacts including Advisors, Regional Analysts and key administrative personnel in each platform and be responsible for coordinating and monitoring contacts / communications with such parties.

- Must have established means to update producers on market conditions/portfolio strategies via e-mails, conference calls, etc. Must have a high level of enthusiasm and confidence on the telephone and in person to effectively assist in the sale of the firm's investment management capabilities.

- Travel requirements will be quite extensive; must possess capability/expertise to travel to branches to deliver process and/or product specific training and be willing to travel 75-90% of the time.

- Pursue new business opportunities which align with our business platform and model, identifying the investment organizations which are prospects for our products and services and the key decision makers and influencers at those organizations.

- Service prospects and clients with persistent and effective development of and adherence to a follow-up communication system, continually differentiating McDonnell from the competition, promptly responding to clients' requests, and searching for methods to shorten the sell cycle, raise the close ratio and maximize time/expense effectiveness.

- Coordinate efforts of Sales & Marketing and Portfolio Managers when responding to broker/client requests for conference calls and portfolio analyses.

Qualifications: The ideal candidate will have Bachelor's degree in Business, Finance, Economics or related field. Progress toward CFA or relevant graduate degree is preferred. Articulate and discuss fund/portfolio and underlying investments. A strong understanding of current economic forecasts with the ability to communicate with clients, prospects and consultants. Excellent written and oral communication skills are needed. Disciplined work style with attention to detail.

Compensation / Benefits: McDonnell is an equal opportunity employer offering a friendly, professional environment. We offer a competitive compensation package (including salary and discretionary bonus), with comprehensive benefits including medical, dental, life insurance and participation in the company's 401(k) plan. If you are looking for an opportunity to contribute to a dynamic team and work in an entrepreneurial environment, send your resume and salary requirements to us by email to eckerte@mcdmgmt.com, or mail your resume to:

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