



# PAYDEN & RYGEL JOB OPPORTUNITY

## COMPANY OVERVIEW

Payden & Rygel is one of the largest independently owned global investment management firms. We offer a full array of investment strategies and products, including fixed income, equity, and balanced portfolios as well as open-end mutual funds and offshore funds, to a varied client base around the world. While we have grown and expanded considerably since our inception in 1983, we remain committed to our mission of providing customized investment management solutions that focus on each client's specific needs and objectives.

## JOB TITLE

### **Internal Advisor Consultant**

## JOB DESCRIPTION

You'll be part of a growing Private Wealth and Advisor Service team – led and based in Boston – developing and maintaining relationships with financial advisors, distribution channels, and OCIO firms through discussion of and investment in the Payden US mutual funds, CITs, and separate account strategies.

That means both individual advisor/OCIO and National Accounts type work, representing the firm, our views, and our strategies to firms and their research teams.

The internal sales team supports six externally focused RIA/platform consultants (salespeople) as they meet with both individual advisors (primarily) and National Accounts.

## JOB RESPONSIBILITIES

- Contact (call, email) advisors as needed to further their relationship with Payden. Types of activities include scheduling, meeting follow up, conference calls, prospecting, intelligence gathering, and product updates.
- Leverage firm CRM system and update accordingly
- Respond to group email requests for information
- Strategize with the Private Wealth and Advisor Team on various marketing ideas, materials, business priorities
- Help facilitate investments in our funds where necessary (agreements, fee discussions, etc.)

## QUALIFICATIONS

- A positive and high-energy self-starter
- 2-5 years' experience
- Strong phone selling skills and clear communicator
- Organized
- A real team player
- Seismic and Salesforce knowledge is helpful
- Intellectually curious and intelligent and passionate about investing – bond knowledge is helpful
- Excellent people skills: you are engaging, trusting, and people want to work with you
- Able to hear plenty of “No” ... and try, try again



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- Friendly, and genuinely enjoy a team environment, yet ready to run with projects independently
- Strong verbal and written communication skills with a desire to take feedback from your talented peers

## EDUCATION & LICENSES

- Bachelor's degree, preferably in finance
- FINRA Series 7 & 66 or 65 & 63 licenses required

## HOW TO APPLY

**Please send resume to** [Careers@payden.com](mailto:Careers@payden.com)

**Reference: IACBOS0224-CD**

**Subject:** (Your Name, Position Title, and Reference)

The base salary range for this position is \$100,000 to \$110,000. However, base pay will be determined on an individualized basis considering various factors, including location, qualifications, skills, and experience.

The total compensation package includes salary, discretionary bonus, and 401k/profit-sharing based on level of experience and skills brought to bear as well as full range of benefits including medical, dental, vision, and life insurance.

Our employees work together in our Boston office, benefiting from our collaborative, team-oriented culture that has been the foundation of our success. We have always been a firm that has awarded flexibility to our employees.

## EQUAL EMPLOYMENT OPPORTUNITY

Payden & Rygel is an equal opportunity employer, which means we comply with all federal, state, and local laws that prohibit discrimination when making all decisions about employment. Payden does not make employment decisions on the basis of race, color, ethnicity, national origin, ancestry, citizenship, religion, creed, sex, sexual orientation, gender identity, gender expression, age, past or present physical or mental disability, HIV status, medical condition as defined by state law (genetic characteristics or cancer), pregnancy, childbirth and related medical conditions, veteran status, military service, marital status, familial status, genetic information, domestic violence victim status or any other classification protected by applicable federal, state and local laws and ordinances.