

Strategic Global Advisors, LLC (SGA) is an employee owned, SEC Registered Investment Advisor (RIA) based in Newport Beach, California. SGA provides international and global equity strategies for the institutional marketplace. The firm employs quantitative strategies grounded in sound fundamental research in its selection of stocks for client portfolios. The firm has built a proprietary alpha generation model, as well as risk model and optimizer. Since the firm's founding in 2005, SGA has established track records in several international equity asset classes, achieved GIPS® compliance and verification, and installed and integrated the Charles River trading system. SGA's employees average of over 15 years experience in the investment industry.

**The SGA Team offers expertise in:**

- International equity investing
- Quantitative model building
- Portfolio management
- Fundamental research
- Global Investment Performance Standards (GIPS®)
- Trading
- Operations

## Institutional Sales

### Job Description

SGA is seeking to fill a senior level institutional sales position to assist the firm with growth of assets under management with primarily public pension plans, corporations and foundations. This position offers a highly motivated individual the opportunity to be part of and contribute to the building of a leader in international equity asset management. This individual will report to the President of the firm and take charge of the firm's sales efforts to grow the firm from \$150 million in assets under management to over \$2 billion over the next several years. The sales process involves qualifying prospects, building relationships and setting up meetings with CIOs and key staff of leading consulting firms, public pension plans, corporations and foundations as well as managing the firm's contact data base. Extensive involvement in completing RFP's and consultant databases are critical to the execution of this job. Extensive travel across the US with heavy meeting schedules is expected.

### Experience & Education

A successful sales track record is a strongly preferred in the institutional financial services segment. The candidate's background in financial and quantitative methods would help in understanding and communicating the strategies of the firm. Strong writing, powerpoint and communication skills required. The individual should have at least a bachelors degree, an MBA or CFA is a plus. Important to demonstrate ability to work as a self starter and team player in this early stage firm opportunity.

Please send resume and cover letter to Ashley Duva via email: [aduva@sgadvisors.com](mailto:aduva@sgadvisors.com)  
[www.sgadvisors.com](http://www.sgadvisors.com)