



## **\*Job Postings\***

Posted on January 10, 2012

**No phone calls please.**

Dear Prospective Employee,

Please review the open positions listed below. Qualified candidates may apply for an open position by submitting your inquiry to our Human Resources Department using the website link provided or the following email address: [kingfishercap@yahoo.com](mailto:kingfishercap@yahoo.com).

In the subject line of your email, please type "Human Resources" followed by the position title for which you wish to apply. Complete applications must include a cover letter and curriculum vitae. You may submit additional information relevant to your experience. Upon request, successful candidates must be willing to provide additional information relevant to the firm's search, including, but not limited to, background checks, personal and business references, and academic transcripts. Any successful candidate must comply with regulatory and company policies.

### **Company Overview**

Kingfisher Capital is a boutique, global investment management firm headquartered in Charlotte. The firm provides an array of traditional and specialty money management to its institutional, investment advisor, and private clients.

The firm employs a unique, top-down and bottom-up research approach, which incorporates a proprietary, thematic overlay called *Gravity Investing*<sup>TM</sup>. In addition to successfully managing core income and growth strategies, Kingfisher has emerged as an investment thought leader in identifying opportunities linked to what it calls the water-energy-agriculture nexus.

### **Open Positions:**

Kingfisher is seeking thoughtful and highly qualified applicants for the following open positions:

#### **Senior Associate: Sales & Marketing**

This position is responsible for developing new relationships for the firm with a target relationship size of \$2M- \$10M. The primary focus is developing private client opportunities while servicing and leveraging existing and prospective private client relationships. The position will secondarily focus on developing institutional relationships with independent advisor platforms, family offices, financial consultants, and other bank and trust manager platforms. The Senior Associate will also work with the Director of Marketing to develop strategic initiatives for the firm.

A qualified applicant must have:

- A Bachelor Degree from a highly regarded college or university
- Minimum of five years relevant work experience, or a graduate degree with two years relevant post-graduate experience
- Broad universe of industry and personal contacts
- Strong passion for sales in a team-based and entrepreneurial setting
- Excellent computer and communications skills
- In-depth knowledge of financial instruments and investment strategies
- Ability to deconstruct and articulate complex issues in a simple and timely manner
- Proven ability to work in a high pressure, time sensitive environment
- Analytical skills for conducting client-level suitability and allocation analysis
- Portable client assets and relationships and a current book of business a significant plus
- Licenses: Series 65 required, Series 63 and 7 a plus

Position: Full-time

Compensation: Commensurate with experience. The employee may be eligible for certain merit-based or asset-based bonus compensation.

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### **Associate: Sales & Marketing**

This position will be responsible for developing new relationships for the firm with a target relationship size of \$1M- \$5M. The primary focus is developing private client opportunities while servicing and leveraging existing and prospective private client relationships. The position will secondarily focus on developing relationships with independent advisors, family offices, & financial consultants. The Associate will support the Director of Marketing and Senior Sales Team.

A qualified applicant must have:

- A Bachelor Degree from a highly regarded college or university
- Minimum of three years relevant work experience
- Broad universe of industry and personal contacts
- Excellent computer & communication skills
- In-depth knowledge of financial instruments and investment strategies
- Proven ability to work in a high pressure, time sensitive environment
- Desire to work in a team-based approach and entrepreneurial setting
- Portable client assets and relationships a significant plus
- Licenses: Series 65 required, Series 63 and 7 a plus

Position: Full-time

Compensation: Commensurate with experience. The employee may be eligible for certain merit-based or asset-based bonus compensation.

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*Equal opportunity employer*

