



BOCI-Prudential Asset Management Limited (the “Company”) offers a broad spectrum of investment products ranging from Hong Kong mandatory provident fund scheme (“MPF”), retirement schemes, retail unit trusts, to exchange traded funds, apart from the tailor-made investment strategies for individual and institutional clients.

Vice President-Director, Institutional Business (Ref: AI-097-W)

Our Investment Department is currently looking for high caliber candidate to join

Responsibilities

- Identify and cultivate relationships with institutional clients to drive business growth
- Understand client investment objectives and deliver tailored solutions across equities, bonds, and money-market products
- Develop sales materials and lead initiatives by preparing and presenting proposals, pitches, and investment strategies to prospective and existing clients
- Collaborate with investment and marketing teams to align product offerings with client needs and communicate market insights, investment strategies, and portfolio performance
- Build long-term strategic partnerships and maintain regular contact with key stakeholders
- Monitor regulatory developments, market trends, and competitive landscapes
- Develop and execute comprehensive sales plans to achieve AUM growth targets
- Other ad hoc duties or projects as assigned

Requirements

- Bachelor’s degree in Finance, Business, or a related field; MBA or CFA designation highly desirable
- 5–7 years of experience in institutional sales, preferably within asset management or financial services
- Proven track record of generating and growing institutional business, with a focus on achieving revenue and AUM targets
- Strategic mindset with the ability to develop and implement effective sales strategies
- In-depth knowledge of the financial markets and regulatory environments in China and Hong Kong
- Strong relationship-building skills and a client-centric approach, with the ability to work in a fast-paced environment and collaborate across internal teams
- Excellent communication, presentation, and negotiation skills to engage sophisticated institutional clients
- Fluency in English and Chinese, with proficiency in Mandarin required

We offer competitive remuneration package and comprehensive fringe benefit to the right candidates. Interested parties please submit your application to assetmgt.hr@boci-pru.com.hk.

All information received will be treated in strict confidence and only be used for recruitment related purpose. Candidates who are not being contacted within two months may consider their applications unsuccessful. Unsuccessful applications will be retained for up to twelve months for further recruitment purposes and will then be destroyed.

Teamwork * Responsibility * Integrity * Performance