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JOB TITLE: Senior Investment Manager - HNW Business

**ABOUT KINGSWOOD**

Kingswood Holdings Limited (trading as Kingswood) is an AIM-listed (AIM: KWG) international fully integrated wealth management group, with around 16,000 active clients and circa £5 billion of Assets under Advice and Management. It has a growing network of offices in the UK including Abingdon, Beverley, Darlington, Derby, Grimsby, Hull, Lincoln, London, Maidstone, Newcastle, Sheffield (2), Worcester and York with offices in Johannesburg, South Africa and Atlanta, New York and San Diego in the US.

Kingswood offers a range of trusted investment solutions to its clients, which range from private individuals to some of the UK's largest universities and institutions, including investment advice and management, personal and company pensions and wealth planning. Kingswood is focused on becoming a leading player in the wealth and investment management market through targeted acquisitions in the UK and US, creating a global business through strategic partnerships.

## ROLE OVERVIEW

This is a key client-facing role with responsibility for the high net worth client segment within the Kingswood Group.

The role manages up to 30 clients with relationships of £1,000,000 or more. The role involves building and managing bespoke portfolios for HNW clients using the Kingswood approved investment funds.

The MD – HNW Business will initially inherit and manage a book of high net worth clients from a retiring Senior Investment Manager.

The role also supports Group investment strategy and research, with input to, and membership of Kingswood’s Model Portfolio Committee and Investment Committee.

Critical to success is a strong track record of delivering superior investment management performance in the HNW segment. It is envisaged the person appointed will be a recognised industry leader in the HNW sector.

A good knowledge of “financial planning” is also required in order to guide clients in broader areas and engage with Kingswood’s Wealth Planners to meet identified needs.

**KEY RESPONSIBILITIES**

**Maintenance of the highest standards of client care, professional conduct and regulatory compliance**

* Ensure that clients are served and managed to the highest professional standards and in accordance with all relevant regulatory considerations
* Deliver an impeccable standard of service and communication
* Complete performance reviews, risk profile reviews and all other client servicing activity to the highest standard.
* Adhere to Kingswood’s operating policies and procedures, ensuring client servicing is conducted consistently and efficiently, with operational risks appropriately managed.

**Client portfolio management**

* Manage client assets within agreed risk profiles ensuring any asset allocation or asset selection changes are implemented in line with Group policy
* Monitor the tax implications of portfolios as agreed with clients, and ensure that these are considered when making portfolio changes; review any model exceptions which arise with the Head of Investment Management to agree any appropriate deviations from the risk profile
* Liaise with Wealth Planning colleagues to ensure that clients are offered appropriate advice in relation to areas such as IHT planning, pensions, succession planning and protection

**Delivery of new clients and AUM**

* The initial objective is to swiftly build rapport with the existing clients and cement their relationship with Kingswood – in due course it is expected that a suitable candidate will develop this business with future growth in HNW clients.
* Develop new channels of growth
* Work with and support Head of Alternatives in development and distribution of new products and strategies

**Support Kingswood teams in delivering best in class client products and service**

* Provide input to the investment management process, including to the Investment Policy Committee and Model Portfolio Committee
* Maintain close working relationships with colleagues in operations, compliance and other support areas, to ensure that client service is delivered in an efficient and effective manner
* Identify opportunities for process improvement
* Share knowledge and insight with colleagues and foster a collegiate team culture across the firm.

**Personal Development**

* Maintain and record continuous professional development relevant to the role, including a close ongoing understanding of the investment markets relevant to clients; awareness of developments in the investment industry; and a good understanding of relevant regulatory developments.

**KEY ATTRIBUTES & EXPERIENCE REQUIRED**

* Minimum 15 year track record of progressive success in HNW segment of investment management
* Demonstrated experience in investment markets and products
* Strong knowledge of collective investment vehicles and their place in portfolios. The successful candidate will hold suitable qualifications and preferably at Chartered level.
* Good knowledge in alternative assets
* Experience in Wealth Planning is essential
* Rigorous attention to detail
* Strong communicator, comfortable dealing with people at all levels of an organisation

**SUMMARY**

This is a critical role in a company that is going through a significant period of growth and change in terms of ownership, management and profitability. The company is expected to double in size over the coming 12 to 18 months. Strong stakeholder management is a pre-requisite (PE Owners, CEO, Board, External Advisors etc.) as is a can-do attitude and a positive outlook.