Business Development Associate

Curasset Capital Management LLC

Curasset Capital Management LLC (CCM) is an SEC-registered investment advisor established in 2021. We specialize in providing high-quality investment solutions across a diverse range of fixed-income sectors, including AAA through BB credit, CLOs, U.S. Treasuries, ABS, Agency and Non-Agency MBS, CMBS, and structured equity/ABS residuals. We are committed to delivering exceptional investment performance and service to our retail and institutional clients via active investment strategies. CCM currently runs approximately $500 million in two 1940 Act mutual funds.

As an emerging leader in fixed-income investment management, CCM offers the opportunity to be part of a growing company with a clear vision for success. We are dedicated to nurturing talent and ensuring our team members have the support and resources they need to achieve their career goals and, by extension, our strategic objectives.

Job Description

We are seeking a motivated and ambitious Business Development Associate to join our Distribution team. This role is designed for a recent college graduate who will start by learning the ropes as an internal business development analyst and quickly transition into a hybrid role that combines responsibilities of both internal support and external client relationship management.

Key Responsibilities

Internal Business Development Responsibilities:

- Collaborate with senior leadership to create marketing materials for new and existing products.
- Conduct market research to identify new business opportunities and understand industry trends.
- Assist in developing and implementing sales strategies to attract new clients.
- Participate in field training sessions with Senior Client Relationship Managers.
- Utilize Salesforce to manage and track client interactions and pipeline progress efficiently.
- Assist with onboarding CCM's investment products onto third-party platforms.

External Business Development Responsibilities:

- Develop and execute strategic plans to secure new business and support existing relationships within the independent Registered Investment Advisor (RIA) and Bank Trust channels.
- Arrange and attend meetings with prospective clients and CCM's portfolio managers.
- Represent CCM at industry conferences and in-person client meetings to enhance brand visibility and engagement.

Qualifications

- Recently graduated with a degree in Business, Economics, Marketing, Communications, or a related field.
- Strong interpersonal skills with a natural ability and interest in networking and relationship building.
- Interest in pursuing a career in sales and business development within the financial services industry.
- Self-motivated with a proactive approach to learning and problem-solving.
- Ability to work collaboratively in a team-oriented environment.
- Ideally, candidates will have some experience using Salesforce and 3rd party databases to generate leads and manage client relationships. However, this is not a requirement.
- Applicants must be authorized to work in the U.S.

What We Offer

• Support in obtaining FINRA Series 7 and 63 licenses.
• Opportunity for career growth and development with potential to transition into a Client Relationship Manager role with associated territory ownership.
• Mentorship program with senior sales professionals and ongoing career development support.
• A collegial team environment and a culture that champions growth and professional success.
• A modest base salary complemented by a highly competitive incentive structure designed to reward exceptional performance.

How to Apply

Please submit your resume and a cover letter to humancapital@curasset.com explaining why you are interested in a career in financial services sales and business development and how your skills and interests align with this role. In your cover letter, please also include a creative idea for relationship building.