

**CEM BENCHMARKING UK LTD  
CLIENT RELATIONSHIP MANAGER**

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This is an opportunity for a talented and ambitious professional to work with a niche and globally respected company unlike any other in the pension world.

You will manage a portfolio of CEM's pension fund clients, delivery high quality analysis and comparisons focused on the client's costs and performance. You will help each client to understand how it compares with others and why it compares as it does.

**ABOUT CEM BENCHMARKING**

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CEM is a global benchmarking company headquartered in Toronto, Canada. We work with over 350 pension funds, sovereign wealth funds and other institutional investors. They constitute an impressive list of blue-chip organisations that manage more than £7 trillion in assets. Half of the world's top pension funds use CEM's services.

We are the world leader in assessing value for money in pension scheme management, including investments and pension administration. We are not consultants and have no vested interest in the 'downstream' outcomes of our work. We collect standardised data from clients and then produce comparative analysis that helps each client to:

- Understand its costs and the relationship between its costs and performance.
- Demonstrate oversight on costs for external stakeholders.
- Obtain data that supports better decision making.
- Gain insights into the world's top funds – how they are organised and what they do.
- Support requests to invest in people or resources.

CEM has a truly unique and differentiated proposition in an increasingly important market sector. No other organisation has access to data from such a wide-range of large funds. Being unique doesn't stop there however, we employ talented people and encourage them to innovate and take responsibility in areas like new business, product development and research.

**ABOUT THE ROLE**

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CEM's business in Europe is growing quickly, creating an opportunity for an outstanding individual to support existing clients and drive further growth, in the UK, Europe and Middle East. To this end, we are set to open our first UK office, in Tunbridge Wells, Kent.

Most of our clients are large pension schemes. You will need to build strong relationships with these clients and add value to them by helping them to supply data in a standard form, creating benchmarking reports from standard templates and then bringing their benchmarking results to



life in front of clients, including by sharing insights into how other funds are organised and make decisions.

You will be part of a small team, in a small office. You will need to have a hands-on approach and be willing to do whatever needs to be done to help the team. A 'can-do' attitude will be essential.

You will be expected to travel throughout the UK but also internationally. International travel may be limited at first, but the expansion of our global proposition means that there will be opportunities to work with some of the world's top funds.

The appointed individual will:

- Establish and build relationships at a senior level within clients, potential clients and across the industry
- Working alongside a dedicated team of analysts, support clients in the supply of data and then interact with the client to ensure the data submitted is fit for purpose
- Help analysts to create benchmarking reports that accurately and appropriately tell each client's story using standard templates and tools
- Present benchmarking reports to senior management and/or boards
- Present research material and share best practice with clients
- Present at client workshops or conferences
- Assist in building CEM's profile within relevant industry associations and at conferences / events
- Contribute to new product development and research projects.

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## SKILLS & REQUIREMENTS

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The role would possibly suit an investment professional or pension consultant looking for a fresh challenge in a new and rewarding area, working with some of the world's top funds.

- Minimum 5 years' experience in the pensions or investments industry
- CFA designation is desirable
- Excellent interpersonal skills are a must: initiative, persistence, action-orientation, listening, tact, client orientation and empathy
- Should demonstrate an understanding of the cost structure of pension funds
- Outstanding verbal and written communications skills
- Strong analytic and computer skills
- Willingness to travel throughout the UK and internationally
- Must be willing to 'muck in' to get things done
- Educated to degree level as a minimum with post graduate degree or professional designation desirable, e.g. MBA, CA, PMI
- Foreign languages are desirable

## PERSONAL ATTRIBUTES

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This could be the right job for you if you enjoy:

- Meeting people and building relationships
- Working in a small team / company where you can make a difference
- Making things happen and taking initiative
- Combining analytical and interpersonal skills
- Helping clients to use data to improve their decision making
- Knowing your contributions are appreciated and that your progress is directly related to your contribution
- Participating in headline-making issues, and
- Travelling.

Please send your CV to:

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