

Posting Date: 4/21/2016

Company Name: Voya Investment Management

Contact Web Site: voyainvestments.com

Hours Days: M-F, 40 hrs/wk

Wage Salary: Salary Commensurate with Experience

Job Title: Summer Student: Private Wealth

Job Location: Scottsdale, AZ

Job Description: - Data entry/maintenance on equity, fixed, bank loan, real estate and alternative research distribution lists. - Segmentation reviews on all A-B-C-T clients. Prepare report and discuss with respective teams to ensure accurate client targeting. - Build decks for meeting preparation & follow up for field teams as well as business development teams. - Research industry websites for ideas on best RIA resources. - Join Toastmasters meetings to develop speaking/presentation skills. - Job shadow Senior Regional Directors to understand sales role in Private Wealth. - Job shadow Regional Vice President to see a different approach/client segment. - Job shadow Business Development Group to understand the research/platform side of the business. - Job shadow Marketing Product/Channel managers to understand interaction between sales and marketing. - Job shadow the VP, Intermediary Distribution Business Manager. - Data mine targets from RIA Database, Meridian, etc. to supply sales teams with new prospects. - Build out profiles in CRM system from regional lists. - Co-ordinate materials/biographies/decks for PWA Perspectives panel webcasts between marketing, sales and compliance. - Review Client Portfolio Manager travel calendar for potential meeting opportunities. - Review/Enter/Label conference attendees in CRM system. - Prepare mailings for pre-conference activity as well as post conference follow up. - Work with marketing to develop templates. - Coordinate special projects as they materialize for the Intermediary Distribution Group.

Experience: Actively pursuing undergraduate degree

How to Apply: Please apply directly online at: https://sjobs.brassring.com/1033/ASP/TG/cim_jobdetail.asp?partnerid=335&siteid=77&Req=25612BR

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