

## NATIONAL DIRECTOR OF SALES

Bray Executive Search is a national executive search firm specializing in family office/wealth management. We have been retained by a family wealth consultancy seeking a National Director of Sales. The position is virtually-based with a preference for candidates living in key wealth markets with access to major airports.

This is an early stage firm backed by well-known, proven leaders in the Ultra-High-Net-Worth family wealth industry. The firm offers memberships to UHNW private individuals and their families, providing a cutting-edge range of services and benefits under a single roof. The members will be a part of an exclusive peer group who will share information and experiences.

The firm will have the ability to customize offerings for each member and their family and will have chapters in major markets across the U.S. This combination of networking, services, and products is new in the UHNW market and has the profound potential for success, especially under the leadership and vision of their recognized founders. The elite programs include among others: a strategic selection of group-buying power opportunities targeted for the ultra-affluent; high-end travel and experiences; unique education offerings including access to Ivy League (and other) institutions for specialized learning and social responsibility.

The National Director of Sales will be the primary agent to source and engage new client prospects. They will initiate contact with prospects, including regional Centers-of-Influence to gain referrals. He/she will work closely with the leadership of the company, who have strong backgrounds and understanding of the membership services that is being offered. He/she must have a successful track record selling products and/or services to ultra-affluent clients as well as an existing network of clients and referral sources. Experience in industries such as luxury goods, resorts, private jet or yacht purchases/leases, and concierge services for UHNW are examples of the type of professional experiences that will enable the candidate to be successful in this role. The best fit will be an individual with an entrepreneurial spirit who can embrace a creative role in an exceptional early stage company with energy and passion, working with peers who are nationally and internationally known in the UHNW marketplace.

This opportunity offers excellent compensation including salary and commission. The work location is virtual and will consider any location the qualified candidate resides in, but should be in or near a major wealth market (i.e. NYC, Los Angeles, San Francisco, Chicago, Miami/South FL, Northeast, DC/VA/MD, Texas, etc.) with access to an airport. The candidate must have a successful sales record working with people of significant wealth, and be a cultural fit with a group of successful and collaborative entrepreneurs.

### Requirements:

- BA or other degree highly preferred; prefer graduate or professional studies; MBA etc.
- 10-15+ years of sales experience to HNW/UHNW clients with an extensive, current network of contacts
- Ability to listen closely and be consultative; have a polished and professional, expert presence and established external centers-of-influence.
- Focused on bringing in new UHNW family client memberships on national scale

To apply, please submit your resume to [jeannie@braysearch.com](mailto:jeannie@braysearch.com). For more information for qualified candidates, please call Buzz Bray at (206) 402-3401. Inquiries and applications will be held in strict confidence.