



**INVEST GLOBAL**  
MULTI-ASSET PRIME BROKERAGE

# ASSOCIATE DIRECTOR (Prime Services)

## About us

Invast Global is a specialist multi-asset prime broker based in Sydney, and Tokyo. The company specialises in providing innovative prime services to hedge funds, asset managers, proprietary trading firms, other brokerages and banks. As a world-leading boutique investment bank, we are constantly in search of hungry people to join the team and challenge the status quo. We want dreamers and doers who are ready to hit the ground running.

## Why join us

- **Remuneration** - Invast Global offers a highly competitive base salary along with Short Term Incentive Schemes - which includes quarterly cash bonuses.
- **Flexibility** - We want to hire the best talent in the industry. To attract the best, we have embraced a flexible work culture.
- **Career development** - We do not just want to hire the best talent; we want to train them to be even better. Career development is a priority to you – so it is a priority for us.
- **Unique workplace** - Our Sydney office is nearby public transport & secure parking. The building boasts panoramic views across Sydney Harbour from our Wintergarden break out area.

## About the role

Reporting directly to the Head of Prime Services - APAC and occupying a senior role within the Prime Services team, the role includes responsibility for expanding the institutional client base and brand awareness of Invast Global.

## Key duties and responsibilities

- Support the Head of Prime Services and Chief Commercial Officer in delivering on the strategic revenue focused objectives of the Prime Services team.
- Identification and screening of potential clients within the institutional / wholesale segment of the brokerage and hedge fund industry.

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invast.com.au

Sydney | Tokyo



## Associate Director continued...

- Conducting client suitability pre-screening for newly identified prospects.
- Liaising with prospects and internal stakeholders to facilitate the legal and technical onboarding of new institutional / wholesale clients.
- Creation and implementation of commercial / pricing structures to suit differing client needs.
- Ongoing management of and support for key client relationships.
- Liaise with the Quantitative Structuring and Pricing team to ensure optimal liquidity and pricing structures for clients.
- Ensure all sales and marketing activities are conducted in accordance with the relevant regulatory obligations and company policies and procedures.

## About you

- Bachelor's Degree in finance, Business or Commerce.
- Relevant industry accreditations.
- Strong communication and collaboration skills.
- Strong networking and personal engagement ability.
- Minimum 3 years' experience in a financial markets essential.
- Experience in derivative brokerage strongly preferred.
- Experience in institutional / wholesale sales strongly preferred.
- System experience in the following required: Excel, Salesforce
- Trading system experience in the following preferred: Bloomberg, Iress, FlexTrade and oneZero.

## How to apply

To apply for this role, apply now via SEEK! Include your resume and cover letter outlining why you're perfect for this role.

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