Tribe | IMPACT CAPITAL

Tribe Impact Capital LLP
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Job description: Sales and Client Relationship Associate

JOB TITLE	**Sales and Client Relationship Associate**
REMUNERATION	£40-55K base dependent on experience with discretionary bonus linked to individual and team performance & employee benefit package
POSITION	Permanent
REQUIRED EXPERIENCE	2-4 years in sales, client service, or relationship role within asset management or discretionary management

Welcome to Tribe. We're a values-led, award-winning wealth manager on a mission to redefine what it means to invest well.

Since 2016, we've been building a different kind of wealth management firm. One that brings performance and impact together to create meaningful value. One that considers every investment through two lenses: the potential monetary returns it may deliver, as well as its social, economic and environmental outcomes. We call this our 'twin-lens'.

As a fast-growing, purpose-driven business, we're proud to support a diverse and deeply engaged client community. Our clients want to use their wealth to do more: to put it to work in a way that will help bring about prosperity for people and planet, whilst also generating a financial return.

We're a certified B Corporation and signatories to the UN Principles for Responsible Investment and the Women in Finance Charter. We identify the businesses we invest in by using the UN Sustainable Development Goals (SDGs). These are the 'north star' of our investment approach; they're integral to how we understand our clients' values, as well as the investments we choose, and how we report on them.

We embrace innovation over status quo. We find fresh perspectives by sharing our knowledge, skills and expertise. And we're united by a shared belief in the power of capital to create positive change.

If you're excited by the idea of joining a collaborative, forward-thinking team of investment, impact, and client specialists – and helping to drive meaningful change in the industry – we'd love to hear from you.

About the role

This is an exciting opportunity to join Tribe at a pivotal stage of growth, as we expand our Adviser Team and launch a new range of SDR-labelled Multi-Asset Funds for the IFA market (subject to regulatory approval).

The role is designed to give you broad exposure across distribution, marketing, and client management, with clear scope to grow into a Sales & Client Relationship Manager position. You'll work directly with advisers, investment professionals, and platforms, gaining hands-on experience in how sustainable investment solutions are brought to market.

We're looking for someone curious, motivated, and ambitious, who wants to learn from a collaborative team and contribute to our next phase of growth.

We're looking for someone who:

Commercial and growth

- Has experience in sales, client service, or relationship management within asset management
- Is comfortable on the phone - enjoys making calls, following up with advisers, and building rapport
- Can support sales team with pipeline management, presentations, marketing campaigns, webinars and due diligence requests
- Brings creativity to adviser engagement, helping shape marketing campaigns and collateral
- Is commercially minded, spotting opportunities and helping drive new business

Collaboration and teamwork

- A self-starter who thrives in a fast-paced, entrepreneurial environment
- Works well across teams - from marketing to investment - managing deliverables and deadlines
- Brings energy and positivity, with the resilience to handle setbacks and keep moving forward
- Keen to learn from senior colleagues and grow into a future senior sales role

Knowledge and expertise

- Strong Excel and PowerPoint skills, able to prepare polished outputs for advisers and internal use
- Interest in sustainability and impact investing, with a passion for Tribe's mission as a B Corp
- Curious about the IFA market and eager to develop deeper expertise in how advisers operate
- Comfortable presenting, whether in-person or virtually, to advisers and clients
- Salesforce experience is a plus

Working at Tribe

Our office in St James' is our home base, and while we offer flexible, hybrid working, we value time together and collaboration in person.

We support your development with ongoing training and career pathways, and we offer a comprehensive benefits package including:

- 30 days holiday (plus public holidays and your birthday)
- Pension contribution
- Private medical insurance and life insurance
- Volunteering days
- Cycle-to-work scheme, season ticket loan, and workplace nursery benefit
- Matched giving to the causes you care about

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Our values

We're a values-led business. As a team, our values underpin our shared beliefs, and in turn guide our culture and behaviour.

- We're **forward-thinking**. Working today for a better tomorrow
- We're **collaborative**. We're better together
- We're **passionate**. We love what we do, and it shows

These are all underpinned by a single guiding value: **integrity**.

We're proud to be a B Corp, and we take our responsibilities – to all stakeholders – seriously. We're looking for someone who shares that mindset and is ready to build an incredible business and a better future with us.

Interested?

If you're ready to rethink wealth with us, we'd love to hear from you.

Please send a CV and cover letter explaining why you think you're perfect for this role and Tribe to jobs@tribeimpactcapital.com

Applications close: 31 October 2025

Please note candidates must have the necessary permits to work in the United Kingdom.