Tribe Impact Capital LLP
52 Jermyn Street, London, SW1Y 6LX
tribeimpactcapital.com | +44 203 745 5570

Job description: Sales and Client Relationship Manager

JOB TITLE	**Sales and Client Relationship Manager**
REMUNERATION	£70,000-£90,000 base salary, plus a performance-based incentive scheme linked to asset growth and a competitive benefits package
POSITION	Permanent, full-time
REQUIRED EXPERIENCE	Must have a track record of driving and retaining assets with the IFA and adviser market

To apply, 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: 31st October 2025

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 for an experienced sales professional to join Tribe as we enter our next phase of growth with a new product for the adviser market - a range of SDR-labelled Multi-Asset Funds (subject to regulatory approval).

You will be a pivotal member of the Adviser Team, leading the growth of Tribe's adviser channel and working closely with the Head of the Adviser Team. You'll develop new relationships, win mandates, and

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grow assets across the adviser market. You'll also represent Tribe externally and bring our mission to life with advisers and partners.

To succeed, you'll need to be a self-starter who can hit the ground running with the support of the team, as we launch our new funds into the adviser market. You'll benefit from Tribe's reputation as an authentic, trusted and high-integrity business - known for doing what we say. We're looking for someone ready to get stuck in, support the team, and help achieve our growth plans over the next five years.

Alongside experience and passion for the UK advisory market, you'll bring excellent communication skills and the ability to bring people with you. Just as important, you'll be humble, collaborative, and eager to learn from a talented team who are rooting for you to succeed.

We're looking for someone who:

Commercial and market growth

- Has a proven record of asset growth and retention in the IFA market, particularly with Multi-Asset solutions
- Can evidence success winning new Multi-Asset or MPS mandates through adviser due diligence
- Already has strong links with consolidators, networks, platforms and IFA firms
- Is able to deliver clear, persuasive presentations to financial professionals and investment committees
- Can manage their own pipeline across adviser firms, Nationals and Networks
- Consultative sales approach, putting the adviser and client first and developing marketing collateral tools and content to help advisers position sustainable investing with confidence with their clients

Collaboration and teamwork

- A self-starter, comfortable with ambiguity, persistence and building something new
- Able to work independently and part of a team, acting as right-hand support to the Head of the Adviser Team
- Can help guide junior colleagues without direct line management
- Stays adaptable and resilient in a fast-changing environment
- Experienced working across Marketing and Product teams to ensure the business responds to client needs

Knowledge and expertise

- Strong understanding of the UK advisory market and key trends
- Strong understanding of investment solutions across asset classes
- Knowledge of sustainable and impact investing an advantage

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- Confident explaining Tribe's approach and why it matters to advisers and clients
- Experienced advising and selling Multi-Asset Solutions to the adviser market including Multi-Asset Funds, MPS and Bespoke solutions

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

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.

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