BRIDGEWAY CAPITAL MANAGEMENT
JOB DESCRIPTION

Director of Advisor Relations

Bridgeway Capital Management
Bridgeway Capital Management is a Houston-based investment management firm founded in 1993. We believe our strong and principled organizational culture and our disciplined investment process allows us to deliver innovative investment solutions to institutions, advisors, and individuals. At all times, Bridgeway strives to put investors' interests first by emphasizing integrity, performance, efficiency, and service. Bridgeway is a leader in relational investing, which unites results for investors with returns for humanity. Our approach to investing is statistical and evidence-based, motivated by a passion for servant leadership and global impact, which we accomplish by donating 50% of our firm's earnings to organizations that positively impact humanity. Based on the evidence, we firmly believe that diverse and inclusive teams and organizations make better decisions and achieve better outcomes.

The Director of Advisor Relations will establish, implement and maintain a communications/calling program targeting the Registered Investment Advisor (RIA) community. The professional in this role will promote Bridgeway mutual fund and ETF strategies by presenting the nuances of Bridgeway and their applicability to the RIA community/distribution channel. The Director will work closely with the Director of Marketing to ensure that marketing information pertinent to the RIA distribution channel is accurate and meaningful. The Director will be a critical Client Service and Marketing (CSM) team member and report to the Head of Client Experience.

Principal Responsibilities:

- Develop and execute a comprehensive calling program on Registered Investment Advisors (RIA)
- Represent Bridgeway products, philosophy, and moves to the RIA marketplace
- Coordinate with Bridgeway internal staff the creation, maintenance, and updating of collateral literature directed toward the RIA market
- Coordinate the use of Investment Management Team (IMT) members to facilitate new business presentations and maintenance of existing users of the Bridgeway strategies.
- Represent Bridgeway at appropriate industry conferences, workshops, and seminars
- Actively seek to have Bridgeway colleagues included as speakers, panelists, and active participants at various RIA industry events
- Manage the dealer platform relationships on behalf of Bridgeway and develop strategic plans to grow these platforms
- Proactively reports back to other CSM Team Members and IMT trends in the RIA marketplace that are pertinent to existing and contemplated new strategies

Skills/Passions:

- Strong ability to communicate verbally
- Well organized and efficient in time management; CRM usage critical
- Energetic and outgoing personality
- Demonstrated success in developing and maintaining client relationships
- Adaptive to fluid situations
- Strong long-term relationship builder
- Focused, results-driven, and goal-oriented through adversity
- Positive desire for ongoing personal and professional development
- Demonstrated passion for community impact and improvement
- Team Player
- Ability to travel

Education:

- Undergraduate degree in finance, related disciplines; advanced degree preferred
- FINRA Series 6 or 7 and 63 required

Experience:

- Minimum of 3-5 years of experience working with the Advisor community through direct sales, dealer platform relationships, or client service.

We are an equal-opportunity employer. Diversity, equity, and inclusion are at the core of who we are at Bridgeway. Our holistic commitment to people embraces and supports who each person is, how each person thinks, and what each person strives to be.

Submit resume via careers@bridgeway.com