PARCION
PRIVATE WEALTH

CHIEF INVESTMENT OFFICER

Please Send Application to

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DESCRIPTION

Parcion Private Wealth, a nationally recognized multi-family office dedicated to helping business owners and their families through life-changing liquidity events and beyond, is seeking a seasoned Chief Investment Officer (CIO) or comparable to join our Executive team. The Chief Investment Officer is responsible for leading the Investment Department, overall investment strategy, platform, and managing the daily investment operations, driving optimization, performance and strategic growth of the firm.

The CIO will be a key member of Parcion Private Wealth's Executive Team, contributing to the firm's leadership, strategic direction, and future growth. The Chief Investment Officer will represent the firm's investment policy, philosophy, portfolio construction, strategies, and all related solutions to Advisors and the families we serve. The role will develop sophisticated investment strategies for complex UHNW business owners and their multi-generational families pre- and post-life changing liquidity events.

The CIO supports the management of client relationships, investment research, and ensures compliance with regulatory and risk management standards. The CIO will work closely with clients to meet their financial goals while leading a team to deliver optimal investment performance results.

The Chief Investment Officer will have an in-depth understanding of financial markets with the ability to clearly communicate complex information and solutions in various mediums and channels, articulating investment strategies to Advisors, clients of all generations, as well as prospective clients.

Reporting directly to the CEO, the CIO will oversee the Investment Department functions, align operational activities with the firm's strategic vision, and champion initiatives to maintain a premier client experience. This role requires a dynamic leader who excels in investment management for business owners and UHNW families, communication, strategy, research, execution, business development and team development.

This role exemplifies our firm's Core Values of Integrity, Dedication, Teamwork, Impact and Opportunity.

Parcion Private Wealth is a nationally recognized multi-family office for middle-market business owners and their families pre and post life-changing liquidity events, creating life simplification and clarity around what's next. We partner with business owners to unlock the true potential of their wealth, helping them keep more of what they've built for themselves, their families, and the causes they care about.

Parcion was established in 2019 and now manages $2.6B AUM. Annually Parcion's revenues have doubled due to significant organic growth. Parcion is the premier MFO with disciplined focus on UHNW business owners and their families. The team has also grown, becoming known for functional experts and top advisors with technical proficiency, providing leadership to multi-generational families through life-changing liquidity events.

As a nationally recognized boutique multi-family office, Parcion uses a process-driven, client-centric approach to deliver a world-class experience to the families we serve.

We’re uniquely positioned for accelerated growth as a leading advisory firm for UHNW families seeking comprehensive wealth management and family office services; with our exclusive access to an extensive network of resource partners, we’re equipped to handle the most complex and sophisticated planning needs of the ultra-high net worth.

As Parcion diversifies its next phase of growth to include both organic and inorganic strategies it aims for its next growth milestone. The firm provides an attractive opportunity for seasoned leadership and talent, with a process-driven, team-based culture and scalable in-house investment management. Parcion continues to expand its impact, and legendary service to families in markets nationwide.

RESPONSIBILITIES

- Continued development of the investment policy statement (IPS); source, manage, and monitor investments; and work with external portfolio managers, analysts, and investors.

- Manage, build and grow the best-in-class Parcion Private Wealth investment platform with a focus on the Advisor experience, client experience, AUM growth; optimizing UHNW portfolio construction, data tracking, reporting, due diligence and processes.

- Provide required support to Parcion’s existing portfolios and strategies and identify new opportunities and strategies to acquire to optimize performance.

- Collaborate with Advisory, Client Service, Marketing, Operations, Technology, and Compliance to ensure successful delivery of the platform at scale

- Provide premium education on the Parcion Private Wealth investment platform through internal and external strategic brand and marketing education, content, events, media positioning and speaking opportunities

- Manage, develop, mentor and lead a high-performance team; attracting, and retaining technically proficient investment leaders in the Investment Department.

- Oversee the creation and execution of department strategic initiatives to drive growth and performance deliverables, and overall firm growth objectives.

- Supporting strategic growth, collaborate with leadership and integration team to integrate and onboard new advisors, teams and their client's portfolios

- Build a scalable investment platform to support the firm's future growth

- Lead the Investment Committee as well as formulate and recommend investment policies and strategies to effectively manage Parcion's portfolio to moderate risk and deliver performance.

QUALIFICATIONS

- 10+ years, proven experience as a Chief Investment Officer, Chief Investment Strategist, or a comparable role within a financial services firm. RIA, MFO, UHNW, business owner liquidity experience preferred.
- MA degree or CIMA, CFA or CFP® designation preferred
- Experience leading an investment team within $5B+ RIA or larger.
- Experience across broad asset class diversification including alternative assets
- In-depth understanding of financial services, investment operations, and research including compliance, data analysis, and performance metrics.

- Extensive experience leading an Investment Team, and managing asset managers, platform managers, investment strategists and consultants.
- The ideal candidate would have done several of the following:
    - Built, optimized and scaled an investment platform, while making decisions around several strategies, platform positioning for advisors and UHNW clients
    - Transitioned Advisor "books of business" or UHNW multi-generational client portfolios to new models and strategies
    - Oversaw first-time and ongoing due diligence for new and existing strategies, including private investments for UHNW
    - Drove inorganic growth through Merger & Acquisitions and integrations of other asset managers, or teams.

- Communication experience across small and large groups via all mediums, including live in-person presentations, speaking opportunities, livestream presentations, webinars, podcasts, video production and televised interviews
- Excellent communication, business development and presentation skills, and the ability to articulate complex ideas to a variety of audiences.
- Strong communication and interpersonal skills, with the ability to build and maintain trusted relationships with clients and team members.
- A deep understanding of fiduciary responsibility, portfolio management, and financial markets is essential. Applicants should have excellent research and analytical abilities, with a high level of attention to detail and accuracy.
- Strong organizational and time-management skills are critical, as is the ability to manage multiple UHNW high-profile clients and portfolios in a fast-paced environment
- A strong sense of professionalism and integrity, along with a proven ability to collaborate within a team and adapt to changing priorities, is essential.
- Strong knowledge of investment management platforms, specific to UHNW clients, specializing in data aggregation, portfolio reporting and analytics
- Experience with and passion for working with business owners to plan for business succession and liquidity events.
- Acute attention to detail and accuracy, commitment to quality, and laser focus on client satisfaction and world-class performance.

- Exceptionally high emotional intelligence, personal integrity, and accountability.
- Background and experience in organizational leadership, c-suite, executive team leadership
- Demonstrable competency in strategic planning and business development relevant to Investment Department and leading the firm as a member of the Executive Team.

BENEFITS

- Full-time position / exempt status
- Competitive salary and incentive bonus structure
- Full benefits package includes health, dental, vision, life, disability, and 401(k) matching program. Fully paid premiums for medical/dental/vision for employee.
- PTO, Sick Days, Volunteer Day, Flex Day, Birthday Benefit
- Professional Development: training/certification/licensing/dues reimbursement, internal development planning, executive coaching and ongoing development programs
- Wellness reimbursement
- Team off-sites, internal events, including an annual team retreat
- Access to multiple exclusive industry and non-industry related events throughout the year
- Access to Parcion Family Office Network vendors and preferred pricing discount

PARCION PRIVATE WEALTH

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Parcion Private Wealth provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, or genetics. In addition to federal law requirements, Parcion Private Wealth complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has offices. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Parcion Private Wealth expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Parcion Private Wealth's employees to perform their job duties may result in discipline up to and including discharge.