

## **Head of Defined Contribution (DC)**

**Choice of office location – Basingstoke, Leeds, Manchester, Peterborough or Tonbridge – with optional hybrid working**

**Path to partnership for the right candidate**

We're looking for a proactive, dynamic and experienced senior DC consultant to lead our talented consultancy team and develop our offering in this area.

At First Actuarial, we put pragmatic pension solutions at the heart of our growing business. We work hard for our clients and scheme members, helping them get the best value from pensions.

### **Overview of role**

- Our DC business is a key strategic focus. First Actuarial's partners will give you all the support you need to drive growth.
- Clients include employers from all sectors: corporates, not for profit and the public services, trustee boards of trust-based schemes and governance committees of contract-based schemes.
- Our team of experienced DC consultants is ready to support you. As well as providing direction and leadership, you may also take a lead consultant role in service delivery and promotion.

### **A golden opportunity for the right person**

- Superb opportunity to build a key strategic service line in an established and successful business that has sustained strong growth over two decades.
- Independent, owner-managed employer with an enviable reputation in the industry and double-digit annual growth since its foundation in 2004.
- Competitive salary, bonus, private medical and PHI insurance, along with a non-contributory pension and 25 days' annual leave.
- Hybrid and flexible working structure, with up to 60% home working if desired.
- Potential partnership opportunity with equity participation.

### **What we want you to do for us**

- Work with the partners to drive DC strategy, working with the management board and leaders from other core services (investment, financial wellbeing and DB).
- Generate revenue proactively from existing clients and extend the range of DC services delivered in other business areas.
- Grow the client base and develop existing business through relationship management, networking, events, seminars and DC thought leadership
- Manage and develop our team of DC consultants.
- Work with selected clients as a lead consultant, delivering and promoting our services – helping trustees and sponsors run their DC pension arrangements, working with clients on their plans, and optimising plan design.
- Work within our business culture of helping people get the best from pensions.

### **Your professional skills and attributes**

- Strong leadership skills and experience.
- Experience in a DC consultancy role.
- Excellent client consulting skills.
- Proven sales and business development experience with both existing client base and new clients.
- Ability to develop strong working relationships with colleagues, clients and providers at all levels.
- Ability to work on own initiative and as part of a dynamic team environment.

**March 2023**