

Hybrid Sales Associate (Fort Lauderdale, FL)

Community Capital Management, LLC (CCM), a \$7 billion fixed income impact asset manager, is hiring a Hybrid Sales Associate to help grow assets by building relationships with financial advisor intermediaries. We are seeking a motivated, organized self-starter who can support the sales team and relentlessly move opportunities forward.

What you'll do:

- Prospect and drive sales with intermediaries across wirehouses, independent RIAs, and broker/dealer approved platforms.
- Generate qualified leads and meetings via calls and emails for external sales team to build a strong pipeline nationwide.
- Use Salesforce CRM to track relationships, opportunities, and activity; maintain strong follow-up cadence and clean notes.
- Collaborate closely with sales team members nationwide to strategically develop new relationships.
- Combine virtual, high touch support with 20-30% travel.

What we're looking for:

- Bachelor's degree; FINRA-registered representative through the firm's broker-dealer (SIE, Series 7, Series 63; as required).
- 3+ years of sales or relationship management experience (asset management / sales support preferred).
- Strong communication and presentation skills; ability to deliver persuasive, concise messages.
- Highly organized with strong time management and the ability to thrive in a fast-paced environment.
- Comfortable in an independent, challenging, and collaborative sales environment.

How to apply: Send resume and cover letter to jobs@ccminvests.com and reference "Hybrid Sales Associate" in the subject line.

