

Head of Business Development, Ancora Alternatives

Ancora Alternatives is seeking a growth-oriented and entrepreneurial Business Development Professional with a demonstrated track record of raising institutional assets for hedge funds to be its Head of Business Development. This individual will lead institutional capital formation and investor relations efforts and play a critical role in driving AUM growth across our alternative investment platform.

Leveraging extensive expertise in institutional capital raising, fundraising, and hedge fund distribution, the successful candidate will proactively engage all types of global investors including but not limited to Endowments, Pensions, Foundations, Fund-of-Funds, Sovereign Wealth Funds, Single and Multi-family offices, RIA's, investment consultants, and High-Net-Worth clients to secure new and expand existing relationships. This individual must bring a demonstrated track record of raising hedge fund assets at previous professional positions.

This is a high-impact role designed for a performance-driven professional committed to building strategic partnerships and contributing directly to the long-term growth objectives of Ancora Alternatives. The Head of Business Development will work in conjunction with the investment team to develop investor relationships with the goal of driving growth in hedge fund assets under management. The primary focus of the role will be to grow AUM of the existing hedge fund private partnerships.

Location

This position is based out of Ancora's Cleveland (Mayfield Heights), Ohio, office. Remote candidate will be considered.

The position does require travel.

Duties & Responsibilities

- › Lead institutional capital raising efforts across the firm's hedge fund strategies
- › Develop and execute a strategic growth plan for all global investors including but not limited to Endowments, Pensions, Foundations, Fund-of-Funds, Sovereign Wealth Funds, Single and Multi-family offices, RIA's, investment consultants, and High-Net-Worth clients.
- › Cultivate and expand relationships with investment consultants, gatekeepers, and institutional allocators.
- › Manage the full institutional sales lifecycle, including prospecting, consultant screenings, RFP/RFI processes, due diligence meetings, and investment committee presentations in conjunction with the Ancora Alternatives investment team.
- › Drive measurable AUM growth through new investor acquisition and expanded allocations from existing clients.
- › Partner closely with investment team to refine messaging and position the firm competitively.
- › Maintain a disciplined pipeline management process with accurate forecasting and reporting.
- › Represent the firm at industry conferences, consultant meetings, and institutional events nationwide.

Qualifications

- › 7+ years of institutional capital raising experience within alternative asset management with demonstrated track record of raising hedge fund assets
- › Proven track record of successfully raising institutional assets for hedge fund strategies.
- › Established relationships with institutional investors and investment consultants.
- › Significant business development experience within the asset management sector, specifically focused on alternative investments and hedge funds.
- › Experience as former lead (or co-lead) of business development / institutional marketing
- › Strong executive presence with the ability to engage investment committees and boards.
- › Bachelor's degree required; MBA and/or CFA preferred.
- › Relevant FINRA licenses (Series 3, 7, 63, 79, or 82) preferred or willingness to obtain.

Key Competencies

- › Growth-focused, results-oriented mindset
- › Entrepreneurial drive with disciplined execution
- › Strategic relationship builder
- › High level of credibility with sophisticated institutional investors
- › Deep knowledge of go-to-market strategy specific to asset management and internal capabilities
- › Collaborative team player aligned with firm-wide growth initiatives
- › Communication skills - both client-facing and internally
- › Position may require extensive travel

Benefits

Ancora offers a competitive salary and excellent benefit package with a culture of teamwork and recognition.

About Ancora Alternatives, LLC

Ancora Alternatives is the alternative asset management division of Ancora Holdings Group. We offer a range of tailored alternative solutions and strategies anchored by our specialization in shareholder activism. Our experienced investment team manages three primary strategies for a diverse group of institutional investors and qualified individual clients. Since launch in 2004, it has been our mission to create long-term value for our investors by providing innovative and transparent alternative investment solutions with exceptional client service.

Over the last decade, Ancora Alternatives has developed into a leading global activist investor. Our activist strategy invests in fundamentally sound but mispriced companies that offer multiple avenues for unlocking value, including through constructive shareholder intervention and value-enhancing engagement.

Within our Activist Strategy, we invest in a concentrated portfolio of 10-12 companies, focusing on businesses with strong balance sheets that are either undermanaged or underperforming relative to their broader peer group. The investment team has executed over \$5 billion in activist-related investments to date and has first-hand experience serving as corporate directors and successfully catalyzing change in the boardroom.

As Ancora Alternatives continues to grow assets and diversify its investor base, we are seeking a Head of Business Development to lead capital formation and investor relationships globally.

Ancora is an Equal Opportunity Employer

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, protected veteran status, disability, or any other basis protected by applicable law.

Visit www.ancoraalts.com and www.ancora.net for more information.

Apply

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