

“An understanding of and ability to feel comfortable with numbers”

Introduction

Edward is an Investment Manager at Jardine Lloyd Thompson based in Exeter but managing money for clients from all over the Country for the past 8 years. As one of the UK's leading employee benefits advisers, JLT Employee Benefits offers a single centralised source for all pension and benefit requirements, from pensions or actuarial consulting through to administration; from flexible benefit packages to financial planning and wealth management. We inform, consult and deliver.



Image: Edward King, Investment Manager
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How did you get started in your career?

I started on the administration side helping to open accounts and deal with the day to day tasks of the business. As I gained experience and knowledge of the industry an opportunity arrived to move across to the investment management team which I took.

Can you outline a typical work day?

Arrive at work around 8am and the first thing will be to monitor clients' portfolios and to ensure they are where I want them to be in terms of asset allocation. This also includes checking to see if any new cash has been received in to portfolio which will need to be invested. The rest of the day can be made up of checking portfolios, liaising with the research team about investment opportunities. Speaking with clients about their portfolio's and any needs for funds which they might have, plus monitoring the general investment environment, seeing what opportunities there currently is and if they can be of benefit to our clients.

What do you enjoy most about your job?

Meeting clients and being entrusted by them to look after (in some cases what can be the best part of their life savings) funds which they want to work for them to give them a return to allow them to achieve a certain goal, be it a holiday or simply to maintain their standard of living.

What skills are important for anyone wishing to start in your profession?

An understanding of and ability to feel comfortable with numbers. It is very easy for someone to be intimidated by a £10 million portfolio because the numbers are so big, both good and bad.

What main personal attributes do you think is important for your type of job?

Potential is the key. That is not to say that you are hired and within 3 years you're expected to be running the Company. What we look for is the potential to do the job and to do it well. If that then leads onto promotion, then that should be seen as a complement that the potential was fulfilled and there are more challenges to be undertaken.

Do you have any tips or suggestions on how young people and adults can enter your industry?

Don't be afraid to start at the coal face. Understanding the basics and how things work (within a firm and their processes) can be such an advantage especially when dealing with clients and managing their expectations. It's all well and good having the theory but in practice it needs to be achievable

What career progression opportunities are available in your business/sector?

There are many different paths for someone joining the industry to follow and it doesn't have to be as ridged as some people might think. There is the opportunity to move from one sector to another such as moving from Investment Manager to Research or the other way around.

Why is it important for your sector to attract and train young people and new entrants?

Understanding finances and being financially literate allows opportunities for clients to realise life-long dreams and ambitions. In many cases clients will have been working their whole life but need to understand (or help understanding) what the options are and what it means to their standard of living when they feel they no longer want to work.

What trends do you predict for your industry within the next 10 years? E.g. is it a growing market requiring more young entrants

Regulation is key to our business, the more changes there are to regulations often results in a more complex system as old systems and rules are phased out and new ones start and take hold.

Further contact/information

If you would like to find out more about a career with JLT check out their website www.jlt.com/careers