

## Business Development Associate in St. Louis, MO

### Position Description

Compass Group is seeking to hire a Business Development Associate focused on supporting the transaction origination efforts for Compass and its affiliated portfolio companies. Success will be defined by developing more meaningful relationships with existing referral contacts, identifying, and establishing dialogue with new referral contacts, and exploring new avenues for establishing connections with businesses that fit the thematic interests of Compass. The position is based in St. Louis, MO.

Candidate must be willing to travel periodically (potentially multiple times per month). This time will be spent at industry conferences, meeting with business owners, referral sources, investment banks, and other intermediaries to source potential investments for the firm, in addition to providing updates on Compass' thematic interests and investment criteria.

### Responsibilities

- Support Director of Business Development with ongoing refinement of strategy
- Relationship development with deal referral sources as well as private company owners
- Participate in ongoing effort to optimize existing technology stack
- Weekly outbound communication to private company owners, investment bankers, and business brokers
- Active CRM management and utilization of firm technology to drive volume and effectiveness of outbound communications
- Leading introduction calls with business owners
- Converting company owner calls into active investment opportunities
- Conduct industry research to identify investment themes and ideas
- Assisting team members in ad-hoc sourcing activities or duties

### Qualifications

- Bachelor's Degree with record of academic accomplishment
- Superior verbal and written communication skills
- Self-starter with highly resourceful networking and prospecting skills
- Strong desire to be hands-on at a small firm and affect change
- Efficient in Excel, PowerPoint, Word and CRM systems
- Professional or financial services (recruiting, wealth management, insurance, etc.) and/or financial/accounting knowledge a plus

### Compass Group Equity Partners

Compass Group is a St. Louis-based private investment firm that partners with small-to-medium sized private companies that prioritize people, values, and results. The firm launched in 2015 to leverage the group's experience as entrepreneurs, business owners, and executives to invest alongside owners and management teams of closely held businesses with a focus on long-term value creation. We offer the capital, operational expertise, and strategic guidance to support management teams in accelerating growth, exceeding historical performance, and creating market leading businesses.