



300 Park Avenue, 16th Floor
New York, New York 10022
www.briarcliffepartners.com

Sales Analyst

Type: Full time
Experience: Entry level up to two-to-three years of experience
Location: New York City (in person)
Reports to: Founder & CEO
Base Salary: \$75,000.00
Benefits: Briarcliffe offers competitive benefits, including medical and dental, 401(k), and paid vacation.

Briarcliffe Credit Partners is a boutique advisory firm specializing in capital raising within the private credit asset class. Private credit, encompassing strategies such as direct lending, specialty finance, structured and opportunistic credit, is the fastest growing asset class and expected to grow from \$1.5 trillion today to more than \$2.3 trillion by the end of 2027. Briarcliffe was nominated and subsequently selected by investors and investment managers as *Private Debt Investor's* "Advisory and Placement Agent of the Year (Americas)" in 2022 and nominated again in 2023.

Briarcliffe is seeking a Sales Analyst to support its Fundraising team. The Fundraising team works with Briarcliffe's General Partner Advisory team to raise capital from institutional, government, insurance, RIA, and family office allocators on behalf of Briarcliffe's investment manager clients.

Responsibilities include, but are not limited to:

- Proactively drive sales processes alongside Sales Team
- Provide preparatory and follow up materials for Sales Team and Clients
- Manage CRM updates
- Ensure Sales Team executes timely follow up with priority and pipeline prospects
- Assist with roadshow planning, coordination, and follow up
- Provide support for ad hoc Briarcliffe initiatives as they arise

Qualifications

An ideal candidate has:

- Two (2) to five (5) years of experience in financial services, ideally in alternative assets
- Demonstration of professionalism, initiative, and delivering high-quality work product
- Excellent written and verbal communication skills, with strong attention to detail
- Desire to learn from and take direction from senior Briarcliffe team members
- Series 7 and 63 required (Expectation to complete both within 90 days of joining)
- Bachelor's level degree from an accredited college or university

About Briarcliffe Credit Partners

Briarcliffe Credit Partners is a placement agency dedicated exclusively to private credit. Headquartered in New York, it seeks to capitalize on the increasing complexity and continuing growth of the \$1.5 trillion private credit market, providing fundraising services for established private credit strategies. In 2023, the Firm was asked to and subsequently helped author the curriculum for the newly launched private debt credential and certificate program administered by the Chartered Alternative Investment Analyst Association (CAIA) which covers private credit fundamentals, private corporate lending, asset-based lending, and private credit portfolio implementation. To learn more, please visit www.briarcliffepartners.com.

To Apply

To apply for this role, please submit your CV to careers@briarcliffepartners.com.