



With offices in Los Angeles, Newport Beach, Boston and New York, Aristotle is a family of employee-owned investment management firms that collectively manage equity and fixed income strategies. Aristotle attracts and retains talented investment professionals through a culture focused on research, investment management and client success.

Aristotle's experienced corporate leadership team oversees a centralized support infrastructure to ensure that our distinct teams of investment professionals are able to focus on what they do best—adding value to client portfolios. The company's support infrastructure includes shared services such as finance, compliance, trading, operations, client communication, marketing and distribution.

Please visit www.aristotlecap.com for more information on our firm.

Job Title: **Salesforce Developer**

Location: **Los Angeles, CA**

Role:

We are currently seeking a Salesforce Developer to join our team. This individual will lead the ongoing development of our Salesforce.com deployment. The successful candidate will have a record of success in improving processes and adoption using the Salesforce.com platform within the investment management industry. The Developer will work closely with functional leaders, organizational units, and subject matter experts to identify, develop and deploy new business processes including: Client Servicing, Marketing, Operational Support and our core program business processes. This role is part technical project manager, part Developer and part Salesforce.com analyst. The Salesforce Developer will be responsible for executing on the day-to-day configuration, support, maintenance and improvement of our CRM platform.

We are seeking a passionate, experienced developer who is motivated, pays close attention to detail, and is well-acquainted with both front- and backend Salesforce development as well as the investment management industry. Share your creativity, expertise and innovation, and have a hand in the decisions that affect the direction and performance of the Aristotle Shared Services platform. You will be faced with problem-solving situations on a daily basis that require team coordination, crisis management and out-of-the-box thinking. In our efforts to become a more seamlessly integrated company, we are looking for a top-notch Salesforce developer to join our team.

This position will report to the AVP – Business Solutions.

What You Will Do:

- Serve as primary system Developer for the Salesforce.com environment with 100+ users.
- Handle all basic administrative functions including user account maintenance, reports, workflows and other routine tasks.
- Create, customize and maintain objects, fields, records, page layouts, and dashboards.
- Create and maintain validation rules, automated processes, and data synchronization scripts/jobs.



- Complete regular internal system audits and prepare for upgrades.
- Manage Salesforce.com data feeds and other integrations.
- Ensure data is maintained at the highest quality by using de-duplication and data integrity tools.
- Coordinate the evaluation, scope and completion of new development requests.
- Work with executive management team to establish suitable processes to support administrative, development, and change management activities.
- Design and implement a new account workflow from opportunity to paperwork execution and successful onboarding.
- Assist in training of new users, and grow the Salesforce.com skill set across the organization.
- Work independently with members of the user community to define and document development requirements.
- Document the Salesforce.com environment in Vizio.
- Identify, diagnose and resolve technical problems. Escalate and track when appropriate.

What You Will Need:

- Experience working with data integrations from Broadridge, Marketo, Discovery Data, SEI, and MMD.
- Excellent project management skills and a positive attitude.
- Demonstrated ability to meet deadlines, handle and prioritize simultaneous requests, and manage laterally and upwards.
- Creative and analytical thinker with strong problem-solving skills.
- Must demonstrate ability to communicate effectively at all levels of the organization.
- Ability to critically evaluate information gathered from multiple sources, reconcile conflicts, decompose high-level information into details, abstract up from low-level information to a general understanding, and distinguish user requests from underlying needs.
- Ability to assess the impact of new requirements on Salesforce.com and all upstream and downstream applications, systems and processes.
- Ability to architect and design the Salesforce.com platform and articulate why the recommended structure is best.
- Proficient in the use of data management tools such as Data Loader & Informatica.
- Experience with ExactTarget/Marketing Cloud/Marketo or other marketing automation tools.
- Experience with SQL is required.

Education:

- Four-year degree from accredited college or university – preferred.
- Salesforce.com Administrator, Advanced Administrator, PDI, and PDII certified.
- Sales Cloud, Service Cloud and Architect certifications preferred.



Work Experience:

- Minimum seven years of experience as a Salesforce.com Developer.
- Direct experience in the investment management or financial services industries required.
- Proven ability to design and implement new processes and facilitate user adoption.
- Strong understanding of the platform, with the ability to build custom apps and objects, formula fields, workflows, custom views, and other content of advanced complexity.
- Strong understanding of Salesforce.com best practices and functionality.
- Strong data management abilities.
- A documented history of successfully driving projects to completion.
- A demonstrated ability to understand and articulate complex requirements.

What We Have to Offer

- Health, dental, and vision insurance
- Life insurance
- 401(K) matching
- Paid time off
- Weekly lunch and quarterly breakfast
- Various Company events throughout the year

Is Aristotle Right for You?

We are looking for exceptional individuals who are intelligent, enthusiastic, and curious, someone who will fit within our culture and contribute to our expanding business. An ideal candidate would not limit their contribution to the provided job description but would help us surpass our goals by continually finding ways to improve themselves and the firm. If you would like the stability of a successful, established company and the growth opportunities of a dynamic environment, we look forward to hearing from you.

The above description identifies the essential job functions and skills needed by the person or persons assigned to this position. These job functions and skills are not intended to be a complete and exhaustive list of all responsibilities, duties and skills required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential job functions. The information contained herein is subject to change at the company's discretion.

Interested applicants must provide a cover letter and resume to hr@aristotlecap.com.

No phone calls.



Aristotle is an Equal Employment Opportunity Employer.

Aristotle will consider for employment, qualified applicants with criminal histories in a manner consistent with the requirements of the Fair Chance Initiative for Hiring Ordinance.

Aristotle Capital Management, LLC, Aristotle Credit Partners, LLC, Aristotle Capital Boston, LLC, and Aristotle Atlantic Partners, LLC are affiliated organizations. Each is an independent investment adviser separately registered under the Investment Advisers Act of 1940, as amended. Registration does not imply a certain level of skill or training. More information about each adviser including the investment strategies, fees and objectives can be found in their ADV Part 2, which is available upon request.