

Institutional sales

Our client:

A growing Swiss private bank based in Geneva.

Role & Responsibilities:

- Build, distribute and develop a strong franchise on their portfolios
- Distribution of funds.
- Deep coverage of the Swiss market.
- Extensive development in continental Europe / niche markets.
- Focus on second tier intermediaries B to B.

Profile:

- Proven experience as institutional salesperson, at least 3 to 5 years experience with a deep coverage of the Swiss market.
- Multi task profile, from sales to operational issues.
- Strong sales culture: Ability to develop a base from scratch, cold calling and excellent customer service, matching clients' needs in terms of research.
- Strong financial skills. Understanding of multi asset, quantitative process, etc).
- Ability to speak with senior investment people.
- Fluent French and English, other languages a plus.
- IT literate and facility to use IT systems.
- **Swiss resident**

Required skills:

- Motivated, hard worker, loyal.
- Strong communication skills.
- Ideally, anglo-saxon background/culture.
- Relevant experience in a financial institution on the sales side.

Contract type: Permanent

Rate of activity: 100%

Starting date: Flexible

We guarantee you to handle your application in total confidentiality

Consultant responsable du mandat : Mouhssine Moudrik
Ref : MM11116193