

Opportunity



Position: Senior Asset Management Sales

Location: Zürich

Ref: DA352

In Zurich for an exciting and growing asset management company we have a requirement to find a Senior Asset Management Sales person responsible for growing new and developing existing intermediaries and 3rd party client relationships.

Role

Our client has a suite of funds which have performed very strongly across multiple markets and investment strategies.

- As a senior member of the team take responsibility for the business development of intermediary relationships in Switzerland, contributing significantly to the growth of the AUM
- Manage the existing relationships through excellent client servicing and recognising opportunities to strengthen this relationship further
- Co-ordinate the preparation of the relevant marketing materials, analysis, RFP information and client events for your client group
- Co-ordinate and negotiate the sales agreements and legal documentation with internal stakeholders and clients
- Contribute to the sales strategy and business development plans of the department

Requirements

- University education and ideally CFA, AZEK or CEFA qualification too
- Fluent in either German, French or Italian and ideally English language skills
- Strong sales experience and track record working with External/Independent Asset Managers and other 3rd-party distribution channels in Switzerland
- Client-focused and highly success-driven person
- Excellent presentation, influencing and communication skills

This could be **your** next, exciting career move. Initiate contact with us by sending your current CV to info@dartexec.com or calling us on +41 44 215 1080.