

Senior Relationship Manager Institutional Clients

Our client:

For strengthening a team based in Geneva, our client private Swiss enterprise specialized in microfinance.

Role & Responsibilities:

- Define the sales strategy for institutional clients in the relevant markets
- Oversee the elaboration and implementation of the respective strategies and coordinate efforts with another team member
- Lead fundraising campaigns for institutional clients for private equity and private debt products in all rA sectors (Financial Institutions, Agriculture, Energy)
- Assume the responsibility for certain products as product leader for the sales campaign process and liaise and coordinate with other rA team members (Investment Team, Product Management, Legal, Marketing etc.)
- Participate in product development efforts representing investor needs and appetite for investment solutions

Profile:

- 5 to 10 years of financial market experience with a proven track record in institutional fund-raising in Switzerland, preferably in private equity and private debt products
- Business enabler with a strong know-how of the specific investor markets
- Strong negotiating and training skills with the ability to encourage and work with different stakeholders in a multicultural environment
- Good communicator and a team player with excellent oral and written German, French and English skills, additional languages are an asset

Required skills:

- Self-starter who is used to and able to work independently and take initiative
- Face-paced entrepreneur mind-set
- Ability and willingness to travel

Contract type: Permanent

Rate of activity: 100%

Starting date: Immediately

We guarantee you to handle your application in total confidentiality

Consultant responsable du mandat : Mouhssine Moudrik
Ref : MM173937812