



### **BiermannPartners AG**

Our core competence lies in the worldwide identification, direct address and evaluation of executives and specialists in banking. Thanks to the very close contact to executives and strategic decision-makers, we generate unknown possibilities and ideas consecutively. During the selection process of the best associates possible, we set ourselves apart from our contestants with new ways and define ourselves through confidence, reliability, teamwork and flexibility. We are executive search consultants – but we even more see ourselves as “information managers”.

### **Sales Associates – Switzerland**

#### **Company**

Our Client is a leading asset management firm and a premier provider of global investment management, risk management and advisory services to a broad range of investors. For the sales team, which covers several European markets, we are seeking ambitious Junior Sales People who are looking to make the next step in their career. Working location would be Zurich with opportunity to travel.

#### **Tasks**

Your main task will be the acquisition of new business comprising the identification and targeting of prospective investors in order to expand the business throughout Europe. This includes client relationship management and retention of business from existing investors as well as presenting to clients and other sophisticated audiences on product offering and service. Your Accountabilities will be delivering against activity targets for calls and meetings as well as contributing to the delivery of annual target of net new assets. A strong collaboration and information sharing with other sales teams on a global basis is required as well as contributing to the business, particularly the product development pipeline, product management and marketing functions.

#### **Required Profile**

The position requires strong academic background as well as 2-3 years of experience in asset management or capital markets. This includes strong knowledge of investment products including both long short and long only. Fluent German and English is required, additional European language skills are a plus. The sales associate has to be a proactive team player with strong communication and presentation skills.

#### **Contact**

If this job description suits to you, we are looking forward to get to know you personally. You can send your application dossier to [christina.wichmann@biermann-partners.ch](mailto:christina.wichmann@biermann-partners.ch). For any further questions, please do not hesitate contacting us on + 41 44 213 6225.