



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 Manager Financial Institutions, Germany

Company

Our Client is a global asset management business dedicated to building and providing focused investment solutions. It further is a significant business in its own right: employing almost 1,300 people, including some 400 investment professionals, in 20 locations around the world. For its Global Business Development unit we are looking for a Sales Manager Germany for financial institutions such as banks, private banks, who would report to the head of UK & Europe Financial Institutions. Working location would be Frankfurt, Germany.

Tasks

The main mission for the tendered position would be the contribution to and support the development of the business strategy for Germany. This includes identification, creation and promotion of new business opportunities from external clients as well as proactive contribution to and leading the ongoing enhancement of the clients international product offerings and client relationships. Accountabilities would be research/monitor industry developments and competitor activity and offerings to identify new opportunities for the client. Additionally, the sales manager Germany would have to contribute to design and production of client agreements, fee schedules, and other fund documentation. Internally, relationships with sales team, investment team as well as the clients London-based support teams such as HR, Finance, Legal, Compliance and Business Risk have to be maintained.

Required Profile

The position requires a relevant degree and an up to date knowledge of the operational and regulatory framework in Germany. A marketing (CIM) or business qualification is preferred. Furthermore is a strong customer focus such as in-depth knowledge of key clients, potential clients and intermediaries in Germany asked. This includes understanding of the market and the importance of knowledge of investment philosophy and processes. German and English skills have to be fluent.

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 manuel.rehwald@biermann-partners.ch. For any further questions, please do not hesitate contacting us on + 41 44 213 6225.