



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”.

Senior Sales ETFs & Index Linked Fund Products

Company

For our client, a global leading asset management company we are looking for a Senior Sales ETFs & Fund Linked Products to be based in Zurich, Switzerland. Our client offers a broad range of solutions, from rigorous fundamental and quantitative active management approaches to highly efficient indexing strategies. The company acts as a premier provider of global investment management, risk management and advisory services to institutional and intermediary clients around the world

Tasks

- Responsibility for the entire ETFs products in the Swiss Market, consisting of Equity and Fixed Income products, Dublin registered UCITS III fund, German KAG and U.S. registered mutual funds
- Execution and support to further develop a detailed sales strategy for the Swiss market place
- Reporting directly to the Head of Sales and also indirectly to the Country Head Switzerland
- Acquisition of large and middle tier institutions, such as Institutional Asset Managers, Pension Funds, Corporates, Hedge Funds and Private Banks across the Swiss geography
- Employment of a wide variety of direct and indirect sales strategies, working closely with all members of the Swiss team
- Working in close proximity with the London based broker dealer team and all the other country sales and marketing teams in their role as an integral member of the broader European and Global team
- Cooperation with other local subsidiaries
- Creation of cross- selling opportunities for the broader business
- Deputy for the CRM/CRO in the institutional business



Profile

- Profound background in investment banking or asset management
- Extensive relevant experience in selling and managing relationships with senior level contacts within institutional asset managers and private banks in Switzerland
- In depth knowledge of the Swiss market, its institutions and practices in order to guide new product development initiatives and current product enhancement efforts
- Experience with index or index linked fund products and/or structured/derivatives products is an advantage
- Provide an outstanding network of relevant industry contacts
- Ability to speak in public and to present to clients
- You are a self-starter, team player, organized and entrepreneurial
- German mother tongue, fluent in English. French/Italian would be an advantage

Contact

If this job description suits you, we are looking forward to get to know you personally. You can send your application dossier to contact@biermann-partners.ch. For any further questions, please do not hesitate contacting us on +41 44 213 62 20.