

INSTITUTIONAL SALES – ASSET MANAGEMENT (ZURICH, SWITZERLAND)

August 2019

OVERVIEW

Notz Stucki Group is one of the leading independent wealth management companies in Switzerland and Europe with over CHF 10 billion of assets under management. The expertise of our experienced team enables Notz Stucki to offer a complete range of services to both private and institutional clients internationally. The Group offers the benefits of a global approach that concentrates on four areas of activities:

- Discretionary portfolio management
- Advice on portfolio construction and management
- Investment funds, including white-label funds
- Funds Services: fund engineering, EU distribution to qualified investors, ManCo Services for third party UCITS V

YOUR ASSIGNMENT

- Active in the asset raising exercise for the Notz Stucki family of funds
- Participating in the development of the marketing & sales strategy for the Asset Management Department
- Developing a portfolio of institutional clients
- Identifying and sourcing key contacts as prospects
- Phoning, marketing pitch and organizing client meetings
- Organizing and coordinating roadshows
- Maintaining relationship management with prospects and clients
- Preparing reporting ad-hoc for institutional investors
- Developing partnerships with third parties
- Developing marketing and communication tools ad-hoc
- Coordinating financial fairs and financial events in link with fund activity

REQUIREMENTS

- Graduated from a Bachelor and/or Master in Business Administration / Economy o Finance
- Similar experience in institutional sales in Switzerland and/or Europe
- Good knowledge in fund management and financial products
- Fluent in English and German, French is a real asset.
- Strong sales skills
- Team player, client oriented & very professional
- Ability to travel in Europe in business trips

In this position you will directly report to the Head of investment solutions & institutional clients in the Geneva Head Office.

In case of interest please send your application to jobs@notzstucki.com.