



Joining Mirabaud, means entering an entrepreneurial and innovative environment. With the 7th generation of the Mirabaud family working within the bank, the culture is that of a family business. With over 750 employees based in 10 countries worldwide, Mirabaud offers opportunities to develop one's career across an international network of 16 offices.

Sales Support Officer

A day in your future job:

Responsible for providing Sales Support to the French Team and in the medium term to generate new leads and building your own client pipeline

- Working closely with senior members of the French Sales team to develop and maintain relationships with existing and new clients;
- Support senior sales in their on-going client activities including: sales, service, and communication to clients and attend client and/or prospect meetings and conference calls. Work with the senior sales to develop sales strategy for target clients and strategic planning of sales and relationship management business;
- Responsible for proactively generating new leads for Mirabaud Asset Management's French Office , whilst building independent relationships and building your own client pipeline and book of clients across France;
- Contribute to the focus on long term responsible investing in order to deliver lasting value, to meet the evolving needs of our clients;
- Maintain internal client management data, including accurate records of meeting and business development activities in the CRM platform. Oversight responsibility of CRM system across the France reporting to any anomalies to your line manager;
- Proactively service and assist clients to provide product information and to find solutions;
- Act as coordinator between French PR Company and Mirabaud Asset Management marketing functions.

Your assets to succeed:

- Minimum 3 – 5 years' experience within a similar role;
- Fluent in French and English;
- Ability to understand market structure and market microstructure to enhance systems and add value to clients;
- Innovative idea generation and ability to interact with internal teams, clients and prospects;
- Ability to manage a busy workload and to determine best interest of client.



Jump on the boat!

- Family-friendly and dynamic environment;
- Direct impact on the business, no matter your position or seniority;
- Work in an environment that encourages autonomy and entrepreneurship;
- Flexible working arrangements to help you achieve a better work-life balance;
- Variety of cultural and sporting activities during your free time;
- Inclusion and equal treatment;
- Various employee benefits & family friendly benefits.

Apply now: recrutement@mirabaud.com

Notes:

Only candidates with a suitable profile will receive a response, thank you for your understanding.

We will not accept any CVs from agency.