



Mirabaud is an international banking group that provides a clientele of private and institutional investors, companies and finance professionals with highly customised investment, private banking and asset management services.

Headquartered in Geneva, Mirabaud has evolved steadily over the years and now employs over 700 staff who, through their experience and expertise, perpetuate the entrepreneurial spirit that has guided the bank since its foundation in 1819. The Group now conducts its **Wealth Management, Asset Management and Securities** businesses in the main financial centres around the globe and has offices in Switzerland, the UK, Luxembourg, France, Spain, Italy, Canada, the United Arab Emirates, Brazil and Uruguay.

Mirabaud Asset Management is the high conviction asset management arm of Mirabaud. We provide a focused and specialized range of investment solutions to institutional and wholesale investors on a global basis. Our values are Independence, Conviction, and Responsibility. Our offices are located in Geneva, Zürich, London, Paris, Madrid, Luxembourg and Milan.

Our Italy Sales team_within Asset Management in our Milan Office is looking to add:

SALES EXECUTIVE – Italy

Main Responsibilities:

The role of Sales Executive is responsible for support of the senior members of the sales team, as well as proactively pursuing new Institutional and Wholesale business.

- Working closely with senior members of the Italian sales team to develop and maintain relationships with clients and market, across wholesale and institutional segments
- Support senior sales in their ongoing client activities including sales, service and communication to clients. Attend client, and prospective clients, meetings, conference calls and events
- Act as “gate keeper” for Italian market RFPs on both investment and ESG matters in liaison with the RFP Team.
- Maintain internal client management data, including accurate records of meeting and business development activities on the CRM platform.
- Proactively service and assist clients as required, providing product information and solutions
- Coordinate and liaise internally and externally for segregated mandates
- Act as coordinator between Italian PR company and MAM marketing function
- Produce reports on competitors and market analysis
- Potential to manage a book of tier 2-3 wholesale investors
- Partner with key stake holders including investment teams, SRI team, Marketing, Legal and Reporting teams to position and deliver to investors and prospects
- Take ownership of key standard maintenance aspects of the Italian branch operation (office, stationery, IT)
- Contribute to the relationships with third party organisations such as event organisers, consultants, AM local market associations
- Contribute to improvement of marketing content in Italian language to better serve the investors



- Contribute to actively monitor wholesale and institutional market opportunities (managers searchers, competitors investment management teams changes, personnel changes within the local buyer market)

Candidate's Profile:

- 3+ years' experience within sales or client servicing in Asset Management
- Committed problem solver, with the ability to work independently
- Relevant industry qualifications
- Good understanding of market structure and asset classes, investment strategies and ESG
- Strong communication, interpersonal and presentation skills;
- Italy as a first language, as well as fluent English.

Mirabaud Group is an Equal Opportunity Employer.