



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 Sales team within Asset Management is looking to add:

Sales Executive

Location: Geneva

Job Purpose:

Responsible for developing sales of MAM Funds to both Institutional and Wholesale Tier 2 & Tier 3 Clients.

Main Responsibilities:

Sales

- With a focus on Tier 2 & Tier 3 clients based in the French speaking areas of Switzerland, responsible for proactively pursuing new Institutional and Wholesale business, whilst building independent relationships and building your own client pipeline and book of clients;
- Support senior sales in their on-going client activities across institutional and wholesale business;
- Contribute to the focus on long term responsible investing in order to deliver lasting value, to meet the evolving needs of our clients;
- Input and maintenance of CRM system content;
- Response to clients requests for product / strategy specific matters with prompt, accurate and relevant data;

Projects

- Assist the Head of Sales – Switzerland with various strategic projects;

Marketing

- Support and collaborate with the Marketing team to deliver events, campaigns and client communication for the French speaking Swiss clients;
- Attend relevant company presentations, meetings and events;
- Contribute to develop market coverage; support and collaborate with the RFP manager on RFPs where required.



Candidate's Profile:

- 3-5 years' experience in a sales role within Financial Services;
- Strong interpersonal skills, excellent communicator (written/oral);
- Master degree in Finance or equivalent;
- Excellent knowledge of financial markets and main asset classes;
- Conviction power, structured and organised, team player, willingness to be mentored;
- Excellent knowledge of Microsoft office, in particular of Excel;
- Fluent in French & English; German is an advantage.

Mirabaud Group is an Equal Opportunity Employer.

If you are interested in this role, please send your application via email to the following address:

recrutement@mirabaud.com

If you would like to **pursue a career within the Mirabaud Group**, please send us your CV to the same email address.

Notes:

Please be aware that Introductions from recruitment agencies will not be considered.

Only candidates with a suitable profile will receive a response.