



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 Support UK (Wholesale) – FTC for 12 months

Location: London

Main Responsibilities:

- Responsible for providing sales support to the UK Wholesale team and clients: operational platform support, providing telephone, administrative, and general sales support that enables senior sales representatives to pursue new business and market the fund management services of MAM;
- Follows up on sales calls, event attendance and follow up, answers product questions, internal stake holder management, provides performance and portfolio data, identifies new sales opportunities, existing client support, meeting preparation and event preparation.
- CRM: take ownership for and maintain sales CRM database, ensuring that data is current and accurate.
- Client Communication - Responsible for supporting the Wholesale Sales effort by initiating and responding to telephone calls and emails to or from prospects and clients;
- Reporting – Preparation of internal and external reports on performance data; assisting the senior sales team and Marketing in responding to prospective client queries and RFP's; response to clients requests for product, strategy specific matters with prompt, accurate and relevant data;
- Events - Attend relevant company presentations and institutional meetings and events.

Candidate's Profile:

- **3-5 years' UK Wholesale experience within a similar role:** ability to understand market structure and market microstructure to enhance systems and add value to clients;
- Ideally IMC qualified; intermediate knowledge of Market is necessary;
- Fluent in English; French is an asset;
- Innovative idea generation and ability to determine best interests of client;



- Good stakeholder management;
- Ability to manage a busy workload;
- Experience with troubleshooting technology issues and taking command of all relevant information systems;
- Advanced expertise in Microsoft Office;
- Ability to work independently and in a high-pressure environment;
- Good presentation skills; strong communication and interpersonal skills;
- Honesty, Integrity and financial soundness;
- Open and adaptable to change;
- Attention to detail and accuracy.

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.