

Alpinum Investment Management is a successfully growing Swiss asset manager with USD 1.5 billion AuM based in Zurich. We run a fund range for which long term capital appreciation and drawdown management are key considerations. Our differentiated and award-winning product range and our high-quality investment solutions are well suited to serve the requirements of family offices, wealth managers, banks and pension funds. Our key areas of expertise include alternative and traditional credit investments, direct lending and hedge funds, which all have achieved first quartile investment results.

We are looking for a self-driven and highly dedicated

### **SALES MANAGER – INVESTMENT FUNDS (M/F), 100%**

#### **Your responsibilities**

- Contact point and interface for Alpinum's product range to the institutional investment market (qualified investors)
- Leading the capital raising activities and initiatives (business development) primarily in Switzerland with the goal to meaningfully contribute to the sustainable growth path of the firm
- Enhance and complement the current product & sales information material of Alpinum's product range (communication, marketing)

#### **Your sales skills & market experience**

- Sales experience in alternative investments and/or credit investments for at least 5-6 years with a proven track record
- Established client portfolio, broad network as well as specialist knowledge in all major Swiss client segments
- Profound understanding of the alternative asset class and multi-manager solutions in general and of hedge funds and private debt investments in particular
- You have gained experience in financial markets for at least one full market cycle

#### **Your education and personal skills**

- University degree (or equivalent practical education/experience) complemented by a financial analyst diploma is an advantage
- Good quantitative and IT skills (particularly in Excel, PowerPoint and social media)
- Language skills include German as mother tongue and excellent English skills both written and spoken. Any additional language such as French as well as Swiss German is a strong asset
- Above average communication and social skills with winning manners and acquisition flair
- Practitioner mentality via employing a flexible and pro-active approach, excellent time management and sharing our ambitions to provide first class services, whilst generating sustainable growth
- Experience of having worked in a smaller organization

#### **Your benefits**

- You will join a growing investment firm with a strong product range and will have the opportunity to substantially contribute to the growth and success of our business
- You will be part of a lively environment where you find a lot of discretion to act and you will be able to swiftly adapt to changing client needs
- We can offer an uncomplicated environment with flat hierarchies and short decision-making paths
- With us, you can actively influence your field of work and contribute and realize your own ideas

## ALPINUM INVESTMENT MANAGEMENT

Are you interested in sharing our entrepreneurial spirit? Then we would love to hear from you! Please send us your application including curriculum vitae, work references and diplomas by using the following link:

[Apply now](#)

[Recruitment agency application](#)

For further information please contact our external HR Partner HC Solutions, Annette Corona or Anna Kotrba. Recruitment agencies are kindly requested to address suitable applications to HC Solutions directly.