



responsAbility is one of the world's leading asset managers specializing in development-related sectors of emerging economies. These sectors comprise the areas of finance, agriculture and energy. responsAbility provides debt and equity financing to non-listed companies with business models that target the lower-income section of the population and can thus drive economic growth and social progress. responsAbility offers professionally managed investment solutions to both institutional and private investors.

(Senior) Relationship Manager Institutional Clients

We are looking for several senior/ professional relationship managers in different regions who want to support the further growth of our company by applying proven sales skills in an unusual environment for development investments.

Your Main Tasks

- Defines the sales strategy for institutional clients in the relevant markets
- Oversees the elaboration and implementation of the respective strategies and coordinates efforts with other team members
- Leads fund raising campaigns for institutional clients for Private Equity and Private Debt products in all rA sectors (Financial Institutions, Agriculture, Energy)
- Assumes the responsibility for certain products as product leader for the sales campaign process and liaises and coordinates with other rA team members (Investment Team, Product Management, Legal, Marketing etc.)
- Participates in product development efforts representing investor needs and appetite for investment solutions
- Ability to travel up to 50% of working time

Your Experience and Skills

- 5 to 10 years of financial market experience with a proven track record in institutional fund raising in Europe, preferably in the Private Equity and Private Debt products
- Business enabler with a strong knowhow of the relevant markets
- Strong negotiating and training skills with the ability to encourage and work with different stakeholders and in a multicultural environment
- Good communicator and a team player with excellent oral and written German and English skills, additional languages are an asset
- Self-starter who is used to and able to work independently and take initiative

For any questions, please contact Eliane Zimmermann.

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