

Senior Sales Representative Private Markets

Bellevue Asset Management AG
Küsnacht ZH



We are keen to strengthen our dynamic private markets team with an experienced, well-connected and highly motivated Senior Sales Representative as we continue expanding our private markets franchise.

Role Description

- You will be promoting our franchise and our range of private equity products to a diverse group of prospects, ranging from (U)HNWIs, wealth managers and family offices, to institutional clients such as pension funds, insurance companies, fund-of-funds and similar professional allocators.
- Pitching and presenting our offering in a flexible and client-oriented manner, covering the entire spectrum of sophistication, including technical deep-dives into investment strategy and product terms & conditions.
- Developing and negotiating solutions in order to convert prospects into clients.
- Managing existing client and investor relations on a bilateral basis, equally as contributing to the lifecycle management of our products, helping produce high-quality reporting and after-sales content.
- Fostering the ongoing development of our franchise by identifying client demands and trends, helping shape our future private market investment strategies, products and solutions.
- Designing sales stories, marketing content and campaigns for new product launches together with the respective investment teams and the marketing department and keeping sales collateral up to date.
- Staying on top of industry trends, the competitive landscape and technological developments influencing client interaction and communication channels, helping inform our strategic priorities and decision making.

Your Profile

- We are looking for a highly self-directed and motivated individual with a hands-on attitude who likes to think out of the box and runs up to top form in an entrepreneurial environment.
- You are an expert in the world of private equity with experience and a successful track record in placing PE funds with sophisticated investors, having held roles as a sales representative, a product specialist, placement agent or similar for several years.
- You are an outgoing person, well connected to the relevant LP-base, particularly in the DACH-region, but also to other important financial centers.
- Proactively sourcing prospects through your network and other channels with confidence is your strength.
- You have a successful history of converting leads to sales.
- Flexibility to travel regularly is a given.
- You are well-versed in German and English (additional languages are a clear bonus), feeling comfortable writing investment content and producing sales collateral.
- You are highly customer-oriented, feeling at ease to identify client needs and finding solutions that match (diverse) stakeholder requirements.

Bellevue – Excellence in Specialty Investments

Bellevue is a specialized asset manager with core competencies covering Healthcare Strategies, Private Markets and Selected Niches Strategies, listed on the SIX Swiss Exchange. We are highly specialized, entrepreneurial in our actions and always independent. Established in 1993, Bellevue, a House of Investment Ideas staffed by 100 professionals, generates attractive investible returns. Sustainable and responsible business practices are an indispensable prerequisite for us to live up to the claim of Bellevue's mission: to create sustainable added value for clients, shareholders and employees alike.

Independent - entrepreneurial - committed

Our most important asset is our employees. We recruit and retain qualified professionals with high levels of motivation, passion and creativity who enjoy working with other specialists in small and agile teams. We give our teams the necessary freedom to develop the full potential of their visionary power.

We are looking forward to receiving your complete application documents. Please send your application to: bbhr@bellevue.ch