

ALPINUM INVESTMENT MANAGEMENT

Alpinum Investment Management is a successfully growing Swiss asset manager based in Zurich with USD 2 billion AuM. We run a fund range for which long term capital appreciation and drawdown management are key considerations. We offer market differentiating high-quality investment solutions and an award-winning product range specifically tailored to serving the requirements of family offices, wealth managers, banks and pension funds. Our key areas of expertise include alternative and traditional credit & fixed-income investments, hedge funds and private debt, all of which have achieved first quartile investment results.

From either a more recent entrant in the financial market or an individual with a wealth of experience, we are seeking a proactive, highly sales driven person who is enthusiastic to get on board with our company philosophy and grow our business, taking our client base to the next level.

Junior Asset Management Sales, 100%

What will you be doing?

- Actively approach prospects to raise capital by introducing our innovative product range and solutions, building strong, lasting relationships within the institutional market.
- Manage and optimize all relevant marketing channels, including social media, events, phone calls, and roadshows. You will ensure our message reaches the right audience effectively.
- Develop and refine marketing materials together with the team, incorporating feedback from the front lines to ensure accuracy and relevance, and align them with our strategic goals.
- Coordinate and implement comprehensive business plans for promoting innovative investment solutions, ensuring all relevant actions are executed smoothly.
- Exchange, coordinate, and organize sales activities with our distribution partners to maximize reach and effectiveness in different markets.
- Stay up-to date with market trends, competitor activities, and regulatory developments.

What are we looking for?

- Has a genuine enthusiasm for selling investment funds and asset management solutions and is driven by the thrill of achieving sales target and building client relationships.
- Result oriented, maintaining persistence in the face of challenges, and showing a deep commitment to providing first-class service to clients and prospects.
- Exhibits confidence in decision-making, a hands-on mentality, and the ability to act with an entrepreneurial mindset within a small organization.
- Possesses experience in selling investment funds and has effectively used this time to build up a strong professional network, demonstrating the ability to sell based on personal expertise and relationships rather than relying solely on brand recognition.
- Demonstrates winning manners, acquisition flair, and the ability to build strong professional relationships. Experience in working for a smaller firm is advantageous.

Your education and background

- University degree (or equivalent practical education/experience) complemented in Economics, Finance, or a related field.
- Has excellent IT skills, particularly in Excel and PowerPoint, with Bloomberg knowledge being welcome. Strong social media skills are essential for this role.
- Fluent in German and English, French or Italian are a plus.

What are the benefits?

- A stimulating and professional work environment within a reputable Swiss asset manager.
- The chance to contribute to further growth and be an integral part of a lively, dynamic, and passionate team.
- Access to a strong product range focused on credit and fixed income, hedge funds, and private debt, allowing you to expand your knowledge and expertise.

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- A high degree of freedom to act within an uncomplicated environment, featuring short decision-making paths that empower you to act self-confidently and entrepreneurially.
- Be part of a firm that values your contributions, encourages innovation, and supports your professional development.

Does this exciting opportunity speak to you and are you interested in sharing our entrepreneurial spirit? Then we would love to hear from you! Please send us your application including curriculum vitae, motivation letter, 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, Chantal Malcolm. Recruitment agencies are kindly requested to address suitable applications to HC Solutions directly.