

# Sales and Relationship Manager

**Hours:** 100%

**Start:** Immediately or by agreement

**Location:** swissQuant Group AG, Kuttelgasse 7, CH-8001 Zurich, Switzerland

swissQuant Group provides quantitative services, consultancy and products for financial and industrial clients, including a number of global Fortune 500 companies. Our business edge originates from the effective translation of Intelligent Technology into measurable, bottom-line client value. swissQuant Group is a privately held company incorporated in 2005 as a spin-off of ETH Zürich.

## Position

We offer a unique opportunity for a dynamic sales professional with work experience in a related field and proven track record in client identification and acquisition. The position involves managing and sustaining high momentum sales campaigns to drive our sophisticated technologies, financial services and software products to prospective and existing clients. Our large scale business development campaigns are based on successful lead customer projects for well-known clients demonstrating high quality implementations of highly innovative solutions.

## Scope

You will be responsible for identifying and engaging target clients in the bank, insurance, and service provider area on a continuous basis for acquisition opportunities in Switzerland and abroad. Your focus will be on prospecting and approaching potential clients through cold-calling, on leveraging partner contacts and your own network, and on managing the relationship with existing swissQuant Group clients. You will initiate the marketing effort by setting up meetings with key decision makers in our target markets and by coordinating subsequent client meetings, presentations, and workshops, while enhancing the required marketing material. It will be your responsibility to monitor sales against targets, to support our Quant Engineers by managing all stages of the sales process. We expect you to develop sustainable relationships with our clients to be able to gain and translate their insights as input for the further development of our product and service offerings and identification of new market opportunities.



## Requirements

To meet this challenge, you must possess a high level of self-motivation and the ability to work under pressure. You must also have strong interpersonal skills to be able to build relationships with clients and internal partners to gain buy-in and commitment. In addition, we require:

- ◆ Academic degree in Business Administration, Economics, or related fields
- ◆ 3 or more years' experience in the financial markets industry and a proven track record in presales/sales
- ◆ Good knowledge of financial products and wealth management offerings as well as of financial markets
- ◆ High degree of independence, organizational skills and excellent relationship development capabilities
- ◆ Excellent written and verbal communication skills in English, German is a strong plus
- ◆ Additional language skills are a plus
- ◆ An established network to key decision makers is a strong plus (especially in markets other than Switzerland and Liechtenstein)
- ◆ Eligible to live and work in Switzerland

## Application

swissQuant Group is a fast paced and dynamic company. We offer room for growth and a high level of personal responsibility in a challenging environment. As a successful candidate, you will join a project team and take an active part targeting clients and aligning our product offering with real client needs and future industry trends.

Interested? Please send your cover letter and CV/Motivation letter in PDF format (max. 3 attachments) to [quantcareers@swissquant.com](mailto:quantcareers@swissquant.com)

