

Sales Executive

in the Financial / Investment Sector

Rooted in the financial center of Switzerland, fully dedicated to positively impact society and the environment through its services and products, Helveteq is the issuer of ESG-transparent investment products. Helveteq covers a wide range of traditional as well as digital assets and operates with an outstanding international network. In 2022, the company was the first issuer of carbon-neutral crypto investment products on SIX. Helveteq offers Exchange Traded Products (ETPs) for self-directed Investors, non-Exchange Traded Products (nETPs) for External Asset Managers, and optimized capital conduits for Banks. Helveteq successfully combines traditional strengths such as excellence and universality of services with continuous innovation in fintech and sustainable finance.

We are hiring a self-motivated, positive and entrepreneurial Sales Executive to grow our footprint.

We look for:

The ideal candidate will have a successful higher education (bachelor/master degree, commercial education degree) and strong sales skills.

As a rapidly growing company with ambitious goals, we search for a candidate who can help identify potential clients and partners, sell our products and services successfully and help drive the company's growth. A keen interest in or experience with the financial and/or digital assets sector is a must. As an ESG-focused company, we welcome candidates with strong skills in sustainable investments. You will be keen to execute sales and marketing plans and communicating both online and in person with clients. You will also have a natural ability to build lasting relationships with colleagues and external clients and have a strong work-ethic.

General knowledge of digital media and technological innovation is required for this position. Given that Helveteq issues multi-asset class investment products, you should have an interest in interdisciplinary work experience. You will be a strong team player who enjoys working in a diverse team of highly skilled professionals. You will also share our passion for society and the environment and believe that a company is successful not only through its value creation for the direct stakeholders but also by contributing to the well-being of our planet.

Fluency in English and German required.

Job Responsibilities:

- Execute the sales and distribution plan for the institutional and retail investing landscape
- Pre-sales and post-sales related activities
- Prepare and issue sales materials and presentations and promotion programs
- Organize client meetings and group presentations
- Help drive institutional acceptance and use of ETPs and nETPs
- Assist in shaping the company's external image and online presence
- Attend conferences and events on behalf of the company

We offer:

We have a very progressive and dynamic team environment. We are demanding and respectful with each other, always keeping client needs and the environment in our focus.

We offer an appropriate salary and standard social security programs. Total compensation is strongly geared towards success incentives.

Furthermore, we offer flexible time management and a great location (headquarters on the shores of Lake Zürich in Pfäffikon SZ with a representative office in Zollikon ZH) with modern infrastructure.

We look forward to receiving your application at info@helveteq.com!