

# 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 with an outstanding international network. We offer Actively Managed Certificates (AMCs), Exchange Traded Products (ETPs), non-linear payoff Structured Products for self-directed Investors, External Asset Managers and Banks. Helveteq successfully combines traditional strengths such as excellence and universality of services with continuous innovation in fintech and sustainable finance.

We are looking for a motivated and entrepreneurial Sales Executive to grow our footprint.

## **We look for:**

The ideal candidate will have very strong sales skills in the financial and/or blockchain sector.

As a rapidly growing new company with ambitious goals, we search for a candidate who can identify potential clients and partners, sell our products and services successfully and help drive the company's growth. The ideal candidate will have access to a consolidated network including financial institutions (FIs) and external asset managers EAMs). You will be highly familiar with managing sales and marketing plans and executing both online and in person with clients. You will also have a natural ability to build lasting relationships with internal 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, interdisciplinary work experience is a clear advantage.

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 wellbeing 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
- Manage client meetings and group presentations
- Drive institutional acceptance and use of AMCs, ETPs, other Structured Products
- Shape the company's external image and online presence
- Represent the company at conferences and events

## **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.

Work location is on the shores of Lake Zürich (Pfäffikon SZ or Zollikon ZH).

**We look forward to receiving your application at [info@helveteq.com](mailto:info@helveteq.com)!**