

Empower your career and drive change with Helveteq's cutting-edge solutions

Helveteq is revolutionizing the financial industry from Switzerland's financial epicenter, creating transparent and efficient investment products. As a leading white label securitization platform, we issue Actively Managed Certificates (AMCs), Exchange Traded Products (ETPs), and other structured products, delivering exceptional value to our customers and the financial ecosystem.

Our mission is ambitious, our reach is global, and our team is growing. We are seeking a driven, entrepreneurial **sales executive** to join us on this transformative journey and play a pivotal role in scaling our business.

Your opportunity:

This is your chance to join a fast-growing company where your sales skills, strategic mindset, and industry expertise can make a tangible impact. In this high-energy role, you will:

- **Lead sales efforts** and develop scalable distribution strategies by building physical and digital relationships with banks, wealth managers, family offices, private equity firms, and entrepreneurs.
- **Drive growth** by closing deals with established financial institutions, leading fintech platforms, and other key players in a dynamic industry.
- **Promote Helveteq's thought leadership** in the market through developing impactful and engaging content to advance the industry's thinking.
- **Develop tailored solutions** that address client needs and maximize value by collaborating with cross-functional teams.
- **Be a brand ambassador**, representing Helveteq at industry conferences and networking events.

What sets you apart:

We're looking for a sales professional with an **entrepreneurial mindset** and a proven track record in structured products sales, consulting, or investment banking. The ideal candidate will bring:

- A **strong academic and professional background** with working experience in a fast-paced and challenging environment like consulting, investment banking, private equity, or startups.

- **Hunger for growth**, a doer mindset and a strong ambition for winning with your team.
- A **strong network** in the financial industry, including Family Offices, Banks, Private Equity and Venture Capital Firms, EAMs, and other key players.
- Expertise in crafting and executing **high-impact sales and marketing strategies**.
- A **doer mentality**, with the ability to easily articulate complex value proposition.
- **Strong negotiation skills** and knowledge of procurement processes.
- Proficiency in **English and German** to engage with diverse clients and stakeholders.

Why join us:

Helveteq is more than a startup; it's a movement to reshape finance for good. Here's what we offer:

- A chance to work with a **collaborative, high-performing team** in a dynamic, entrepreneurial environment.
- A **success-driven bonus structure** that rewards your results and smart work.
- A role at the forefront of innovation in finance, enabling you to **drive positive change** while advancing your career.
- Offices with a view, we are located on the **shores of Lake Zürich** (Pfäffikon SZ and Zollikon ZH).
- Opportunities to **represent Helveteq at conferences and events** and become a key player in our success story.
- **Five weeks of vacation**, flexible working hours, and the option to work from home.

Are you ready to make an impact?

If you're a motivated sales professional with the vision and drive to shape the future of finance and our company, we want to hear from you. **Apply now at info@helveteq.com** and join us in revolutionizing the investment industry.