



Job description: Sales Manager (m/f/d) for sustainable fund investments, 100% workload

Location: Zurich/Walzenhausen

About us: ACATIS Fair Value Investment AG stands for sustainable investments since 2009 and our unique values and commitment make us a pioneer in the industry. Together with our clients and partners, we develop sustainable strategies and actively promote social and ecological projects with our donations. To strengthen our team, we are looking for an experienced Sales Manager (m/f/d) at 100% to support us in further driving our growth in this promising area in Switzerland.

Your tasks:

- **Sales and acquisition:** Independent acquisition of new customers and maintenance of existing customer relationships in the area of sustainable fund investments.
- **Consultancy and presentation:** Advising institutional and private investors on our sustainable investment solutions. Preparation and presentation of products and product launches.
- **Market analysis:** Identification of market trends and new business opportunities in the area of sustainable financial products.
- **Sustainability analysis:** Preparation and assessment of quarterly ratings and engagement reports.
- **Business development:** Recognising market trends and supporting the company in maintaining its pioneering role in sustainable investments.
- **Strategic planning:** Development and implementation of sales strategies to increase market share and achieve sales targets.
- **Network development:** Establishing and maintaining a network of sales partners, financial advisors and institutional investors.

Your profile:

- **Experience:** Several years of professional experience in the sale of financial products, ideally with a focus on sustainable investments or funds.
- **Independence and team spirit:** Ability to develop initiatives independently and the social skills to work successfully in a team

- **Passion** for the topic of sustainability.
- **Expertise:** In-depth understanding of the principles of sustainable investing and their application in the investment industry.
- **Network:** Extensive contacts with institutional investors, financial advisors and other relevant market participants.
- **Communication skills:** Strong ability to communicate complex financial products in an understandable way and maintain client relationships at the highest level.
- **Analytical skills:** Strong analytical skills to evaluate market opportunities and develop successful sales strategies.
- **Education:** Degree in economics, banking, finance or a related discipline; additional training in sustainable investments is an advantage.
- **Languages:** Business fluent in German and English, other languages such as French are an advantage.

What we offer:

- A challenging and responsible position in a growing and future-orientated market.
- The opportunity to actively contribute to the promotion of sustainable financial solutions.
- Attractive remuneration packages with performance-related bonuses.
- Training and development opportunities in an innovative company.
- Flexible working hours and the opportunity to work remotely.

Application: If you have a passion for sustainable investments and are ready to get started in a dynamic and future-orientated environment, we look forward to receiving your application. Please send your CV and a letter of motivation by e-mail to Edith Aldewereld, e-mail address: aldewereld@acatis-fairvalue.ch.

Only direct applications will be considered.

ACATIS Fair Value Investment AG is an equal opportunity employer. We welcome applications from all qualified individuals, regardless of gender, origin, religion, disability or sexual orientation.