

ROLE PROFILE

Title: Relationship Manager
Business Unit: Asset Management
Department: Financial Intermediaries
Region: Switzerland
Location: Zurich

Who we are

ThomasLloyd is a global investment and advisory firm dedicated to leading the necessary process for social and environmental change, focusing exclusively on the financing, construction and operation of sustainable projects in the infrastructure, agriculture and property sectors. Founded in 2003, it is now one of the world's leading impact investors and providers of climate financing. Headquartered in Zurich and with over 250 employees in 17 locations in North America, Europe and Asia, the company currently manages assets of over 3.7 billion Euro for more than 60,000 private and institutional investors.

What we need

An entrepreneurial Relationship Manager experienced in sales and new business development to join our team developing the German speaking area in Switzerland. Our Financial Intermediaries business looks after a range of third party distributors focused on securing retail investors. You will develop new relationships with partners such as IFAs, External Asset Managers, Wealth Managers and other brokers.

We are a global impact investor and pioneer in sustainable finance, our investment solutions include Alternative Investment Funds, Bonds and our online Wealth Management platform.

As experienced, credible salesperson you will be familiar with B2B sales within Asset Management / Financial Services and have a network in German speaking Switzerland.

Responsibilities

- Represent ThomasLloyd products to your existing and developing network gaining local distribution partners such as Financial Advisors and other Investment Brokers
- Develop a deep knowledge of ThomasLloyd products; allowing you to provide innovative solutions as well as to attract and coach distribution partners
- Using your proven sales skills and comprehensive product knowledge, build up our platform through newly-affiliated partners in Switzerland. This will be supported by our Investment Solutions and Distribution team based in Zurich.
- Focussed on success you will deliver set performance targets and outperform the competition
- Manage and cultivate existing and new relationships ensuring their knowledge of ThomasLloyd products; providing training, attending events and maintaining regular communication

What you will have

- ✓ Good existing network of distribution partners specialising in third party / retail distribution which may include IFAs, EAM, independent wealth/asset managers and other brokers

- ✓ Proven track record selling B2B investment solutions in Switzerland within Asset Management, Wealth Management, or wider Financial Services including Banks, Insurances and Real Estate
- ✓ Persuasive nature and entrepreneurial spirit combined with sales-DNA
- ✓ Strong focus on new business development and sales, a desire to constantly grow and expand your network to reach higher performance and targets
- ✓ Mobility and flexibility to meet clients needs
- ✓ Native German, English /other European languages will be an advantage

The Opportunity here

ThomasLloyd makes a positive difference to the economies we invest in, the people whose lives are changed and for the investors who make it possible. Joining our international team of Relationship Managers for Financial Intermediaries you will have the opportunity to sell innovative products within a globally growing space.

We offer a dynamic, fast-paced entrepreneurial environment where knowledge, skills and experience are recognised and rewarded. The business is growing rapidly across regions and products. You will have an opportunity to work with like-minded, commercially focused experts with a wealth of knowledge and experience to share.

We offer

- A fresh, vibrant and agile employment culture
- Lean hierarchy
- Uncapped compensation scheme
- Attractive Benefits
- Global opportunities
- Career progression
- Individual Training and development
- The chance to make a real difference