



POLARIS Investment Advisory AG is a Zurich-based placement agent specialized in marketing and business development for investment managers within private markets. Since 2008 we support our asset managers with a proven and dedicated edge in their market entry, fundraising and client focused after-sales activities with institutional investors in Europe. We work with an exclusive group of asset managers worldwide selected through an in-depth due diligence process supported by our senior advisors and external investment consultants.

We are currently in the process of setting-up a fully MIFID II regulated affiliate in Vaduz (Liechtenstein). For our further growth plans in Europe we are looking for two additions to our team with the following profile

## Senior Sales Manager Private Markets

The Senior Sales Manager will be responsible for selling a range of Single-Manager and Niche Multi-Manager funds in Private Markets (Private Equity, Private Debt and Infrastructure) to institutional investors, banks/wealth managers and family offices.

We would like to add expertise in the following markets: France, French speaking Switzerland, UK and Nordics.

If you have an established network with LPs in one (or more) of these markets and if you have a proven track record of successfully raising capital and guiding LPs through the whole due diligence and onboarding process, we offer you a highly attractive and entrepreneurial environment for your next career step.

We are a dynamic team with an entrepreneurial team spirit and so is the position. The primary place of work is flexible which means you can work from our Liechtenstein office, our Zurich office or from your home-office.

### Responsibilities:

- You actively contribute your passion for sales and help us achieve our ambitious fundraising targets.
- Identify new investors (corporates, pension funds, insurance companies, pension funds, foundations, family offices) for POLARIS existing product shelf
- Identify and develop new business opportunities (eg sourcing of new asset managers which POLARIS can represent in Europe, opening up of new distribution channels, etc)
- Maintain your existing client relationships and widen your investor network (by segment, country)
- Initiate and coordinate local marketing activities (mailings, client events, seminars)

### Education and Qualification:

- Ideally, the candidate has a degree in economics or business administration and/or a CFA or CAIA certificate
- A minimum of 3-4 years' experience in asset management focusing on fund sales in private markets investment solutions
- Analytical and conceptual way of thinking
- Willingness to assume responsibility
- Team player, problem solving minded and with a pro-active personality
- Ability to handle differing complex situations
- Proficient in English and mother tongue in the language of your core sales market(s)
- Strong organizational skills and ability to meet deadlines
- Reliable and accurate attitude committed to deliver high quality standards

We are looking forward to your application by email to: [evelyn.hilpold@polaris-investments.ch](mailto:evelyn.hilpold@polaris-investments.ch)

Please find more information about POLARIS and the strategic partners we currently work with on our homepage [www.polaris-investments.ch](http://www.polaris-investments.ch).