

One of my key accounts, a crypto asset manager fintech company in Zurich-City has mandated me to find a

### **Senior Sales Asset Management/Fintech Asset Management** (m/f 100%)

**Company:** Strong growing Crypto Currency - Blockchain Company  
**Important to have:** Multi-year experience in Business Development / Funds Sales Asset Management Swiss Market  
**Team:** 7 team members  
**Place of work:** Zürich City

#### **Main Tasks:**

- Business Development / Expand and strengthen the client base (Banks, EAMs, IFAs, and Fos)
- Establish crypto assets in the market as an asset class.
- Develop new products based on strong commercial insights
- Stay up to date on trends in the industry, regulatory changes, and client investment strategies
- Effectively communicate and present to both potential clients and the Board
- (Manage a team of currently 6 professionals) is not a must

#### **Professional skills, education and experiences:**

Solid asset management background  
Proven business development/sales track record in the fund sales business (CH/EU-Market)  
very good network to Banks, EAM's, Family Offices in Switzerland  
Excellent Communication/presentation skills and writing abilities  
Strong interpersonal and relationship building skills  
Desire to work in an inspiring, dynamic, and rapidly growing group  
Enjoy working in an international environment

We are looking for a dynamic Senior Funds-Sales, who knows how to develop business with the Swiss and (EU) -Market.

Are you interested in this challenging position; please send your application to:

[bewerbung@nla-consultants.ch](mailto:bewerbung@nla-consultants.ch)

Roland Naef / Head banking recruitment will answer questions

Tel. +41 (0)43 243 77 50 / E-Mail: [naef@nla-consultants.ch](mailto:naef@nla-consultants.ch)

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