

With assets under management of USD 1 billion, **responsAbility** is one of the world's leading social investment companies. Its areas of focus include microfinance, SME financing, fair trade, and independent media. responsAbility's investment solutions give people in developing and emerging economies access to markets, information, and other services crucial to their development; they enable private and institutional investors to earn a financial return while at the same time making a positive social impact.

In order to respond to the rapidly growing investors demand, we are looking for a highly motivated, dynamic, entrepreneurial,

Relationship Manager

to establish and oversee our relationships with institutional investors in **French speaking Switzerland and opportunistically other European markets**. In this role, you will be responsible for the following tasks:

- ◆ Acquisition of new investors of the institutional segment (pension funds, insurance companies)
- ◆ Relationship management of existing accounts and key investors
- ◆ Sales and marketing planning
- ◆ Prepare and administer sale in cooperation with marketing and product management
- ◆ After-sales support and organization of investors events

The successful candidate has gained the following qualifications:

- ◆ University degree or higher education in economics or social sciences
- ◆ At least five years of **successful experience** in sales and relationship management of **institutional clients**
- ◆ Experience in fundraising for private equity
- ◆ **French** native language
- ◆ **Enthusiasm for social investments**

We offer an interesting, exciting and innovative job in an international context within a multicultural environment in the center of Zurich.

Please send your full application (CV, motivation letter stating possible starting date and salary expectation, ideally together with testimonials, diploma) to Mrs. Franziska Buechi who undertakes the pre-selection process.

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