

Experienced Senior Sales Advisor for our Investment Solutions

About RML Advisory

RML Advisory is an independent, regulated and owner-managed and nimble Swiss based investment advisory firm with a global orientation and no conflicts of interest. We work exclusively with a carefully selected number of investment managers that have a clear advantage over competitors within their respective investment strategy and provide best-in-class active management.

Our product range consist of 3 Alternative investment strategies, a Multi-Asset strategy quite different from others, and a Chinese long-only equity strategy. In addition, we want to offer investors access to innovative, contemporary investment solutions that are developed and managed in-house. Currently we offer 2 different strategies:

1. Alternative Investments: Multi-Manager/Multi-Strategy (Global Diversified) with a focus on Absolute Returns and low correlation to equity markets.
2. Sustainability & Impact Investing: The strategy provides access to proprietary sourced private credit/-debt with an absolute return goal of 5% to 7% p.a. (net of fees and over the life cycle).

The position

The position will have an emphasis on cultivating relationships with institutional type of clients such as pensions and endowments as well as with more UHNW/HNW related counterparties such as independent asset managers, family offices, banks/private banks.

The Candidate's primary focus will be to develop existing and identify new client relationships, making a significant contribution to the company's growth.

We are looking for:

- a seasoned investment professional
- a proactive and result oriented individual with a broad understanding of investment products (Alternative Investments, Multi-Assets, Long-Only Equity, Fixed Income, Private Markets) and the Swiss B2B Market.
- a motivated "self-starter" and entrepreneur type with excellent written and verbal communication skills
- a trustworthy, loyal working colleague

- a candidate with a demonstrated track-record in sales & marketing of investment products and -solutions
- a candidate with a minimum of 10 to 15 years related experience in Asset Management and or Private Banking

Compensation

Attractive compensation model.

RML Advisory is an Equal Opportunity Company. We respect and seek to empower each individual and support the diverse cultures, perspectives, skills, and experiences within our workforce.

Contact

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