

International Fund Services & Asset Management S.A.

a financial services firm established in 2001 and regulated by the CSSF - is one of the leading independent fund trading platforms in Europe. As a pure B2B-fund service platform we offer client-tailored services to institutional clients worldwide. Highest technology-standards as well as maximum flexibility and individuality in performing our services mark our philosophy.



In order to accelerate growth, we invite suitably experienced professionals with a background in sales of services related to the investment fund business to join our team.

New Business / Sales Manager - ifsam B2B Fund Platform Services (m/f)

Key responsibilities

- identify potential new clients and promote ifsam through direct communication in face to face meetings, video conferences and emails
- create and maintain a portfolio of business leads
- coordinate marketing activities and develop new distribution / sales channels
- negotiate to close deals and report on the status of all leads and prospects
- attend and represent the company at industry events and conferences

The ideal candidate will

- hold a degree in Economics / Finance or Business Administration
- have a minimum of 3/4 years of professional experience in business development, sales and / or client relationship management
- have a solid knowledge of the investment fund's industry as well as a profound understanding of the processes in transaction banking services, ranging from trade execution to custody of securities
- have a broad network to institutional clients - banks, insurances, pension funds across Europe
- be highly motivated to work independently as well as with the colleagues in the sales team
- be self-motivated, committed and target-oriented
- have excellent communication, presentation and negotiation skills
- be able to travel and to attend fairs in the industry
- be a team player, customer-, solution- and improvement-minded
- be fluent in German and in English; French is considered as a strong advantage

We offer

- an inspiring and creative working environment in a young and dynamic team
- the possibility to work independently with the chance of being part of a growing sales team
- an attractive remuneration system

If this opportunity is the challenge you are seeking, please send your motivation letter together with your CV to hr@ifsam.lu.