

PATRIMONIUM is an independent Swiss asset manager of alternative asset classes in the areas of real estate, private debt, private equity and infrastructure. Today, Patrimonium and its affiliated companies manage approximately CHF 3.2 billion for a large number of institutional and private investors and employ 70 people in Crissier/Lausanne, Zug and Zurich.

In order to strengthen our Investor relations team in the French speaking part of Switzerland and beyond and pursue our continuous growth, we are currently looking for one highly motivated

Investor Relations Manager (w/m)

with strong business acumen and interpersonal skills to further develop our fundraising activities and investor portfolio in the **French speaking part of Switzerland as well as in selected European countries**.

Primary responsibilities

- Growing opportunities and originate new business among institutional clients out of his own and Patrimonium's network.
- Extensive filtering and classification of our database in order to target suitable investors for our various existing and new products.
- Deepening investor relations at all levels, including full understanding of decision-making process.
- Covering all technical and administrative aspects of sales process to ensure successful onboarding and closing.
- Covering entire private market business development spectrum consisting of real estate, private debt, private equity and private infrastructure.
- Holding constant contact with investment team and staying up to date on product content.
- Offering guidance, acting as sparring partner of clients and prospects, and presenting solutions as needed.
- Actively participating in the further development of marketing material.
- Being responsible for successful completion of RFPs, RFIs, and other sales requests.
- Further leveraging own professional network and undertake necessary measures to expand industry connections, including attendance of relevant conferences and professional events.

Profile

- Strong networker and interpersonal skills
- Entrepreneurial approach and driven to perform.
- High level of self-motivation and strong sense of accountability while staying humble.
- Persuasive, flexible, and able to engage with clients on a variety of levels and topics.
- Ability to work independently yet also be a strong team player.
- Excellent academic and professional track record.
- Proficient in French and English (oral and writing). German knowledge is an advantage.

We offer

- Attractive and performance-oriented compensation package.
- State-of-the-art working environment in our multilingual and dynamic office in Lausanne.
- Flat hierarchical levels and the opportunity to take on responsibility quickly

Start of work: immediately or by arrangement

Place of work: 1023 Crissier (near Lausanne / Switzerland)

PATRIMONIUM

We look forward to receiving your application via careers@patrimonium.ch.