PATRIMONIUM
Your Partner in Private Markets

PATRIMONIUM is an independent Swiss asset management company of alternative asset classes in the areas of real estate, private credit, private equity and infrastructure. Today, Patrimonium and its affiliated companies manage approximately CHF 5,5 billion for a large number of institutional and private investors and employ more than 80 people in Zurich, Zug, and Crissier/Lausanne.

To support our continued growth in French-speaking Switzerland, we are seeking a candidate with a strong focus on business development and excellent interpersonal skills.

Director Investor Relations - French-speaking Switzerland

In this role, you will develop our fundraising activities and strengthen our presence among institutional and private investors in French-speaking Switzerland on a long-term basis.

Your main responsibilities

- Develop new business opportunities and secure new mandates from both new and existing institutional and private investors.
- Establish, maintain and develop a strong network with pension funds, family offices and other professional investors in French-speaking Switzerland.
- Identify, segment and qualify investors relevant to our existing and future products, and ensure the structured management of the database.
- Deepen relationships with investors at all levels and gain a precise understanding of their decision-making processes.
- Manage the entire sales process, from prospecting through to onboarding and the conclusion of the mandate.
- Bring strong expertise in real estate and infrastructure, which are the priority areas for this role. A good understanding of Private Credit and Private Equity would be an asset.
- Work closely with the investment teams and maintain an excellent understanding of strategies and products.
- Act as a trusted point of contact and sparring partner for clients and prospects, and present solutions tailored to their needs.
- Contribute to the development of marketing and sales materials, and coordinate responses to RFPs, RFIs and other commercial enquiries.
- Actively represent Patrimonium at conferences, professional events and market meetings in French-speaking Switzerland.

Your profile

- Proven experience in business development, distribution or investor relations within asset management or private markets.
- Solid expertise and a strong affinity with the private real estate and infrastructure sectors, as well as a good understanding of their investment challenges.
- An established, active and readily accessible network of pension funds and family offices in French-speaking Switzerland; knowledge of other institutional investors is also an advantage.
- Very good knowledge of the French-speaking Switzerland market and an active presence within its financial and institutional ecosystem.
- A recognised business personality, with excellent networking, communication and negotiation skills.
- An entrepreneurial mindset, a strong results-oriented approach and the ability to see opportunities through to a successful conclusion.
- Independence, a sense of responsibility, credibility and the ability to interact comfortably with contacts at various levels of the organisation.

- Relevant higher education and a solid professional background.
- Excellent command of French, essential for this role. A good knowledge of German and English would be a significant asset.

What we offer
- A key role in Patrimonium's development in French-speaking Switzerland.
- An attractive, performance-related remuneration package.
- A modern, dynamic and multilingual working environment.
- Flat hierarchies, a high degree of autonomy and the opportunity to take on responsibilities quickly.

Job details
- **Place of work:** Crissier
- **Workload:** 100%
- **Start date:** Immediately or to be agreed

Are you interested in this role?
We look forward to receiving your application via our RECRU recruitment platform.