

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 4.8 billion for a large number of institutional and private investors and employ more than 70 people in Zurich and Crissier/Lausanne.

In order to pursue our continuous growth, we are looking for a **highly motivated**

Director Investor Relations

with strong business acumen and interpersonal skills to further develop our fundraising activities and investor portfolio in the **German and/or French speaking part of Switzerland**.

Primary responsibilities

- Growing opportunities and originate new business among new and existing institutional and private clients.
- 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 aspects of the 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 teams 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 the 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

- **Proven network and strong personal contacts to Swiss institutional and private investors. Especially Swiss pension funds.**
- Natural salesperson with strong networking 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.
- Excellent academic and professional track record.
- Proficient in German (Swiss German) and/or French and English.

We offer

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

Start of work: immediately or by arrangement

Place of work: Zurich or Crissier/Lausanne

We look forward to receiving your application via our [recruitment platform](#).