

SPARINVEST SEEKS REGIONAL SALES DIRECTOR FOR INTERNATIONAL AND INSTITUTIONAL SALES

Drive! You have it or you don't. And for this job, we need you to have it...

... because Sparinvest International Sales & Client Management has been very successful in recent years, and our ambition is to continue this development.

Your role

Become part of our successful journey at Sparinvest and join us as a Regional Sales Director to sell boutique investment solutions, founded on the basis of our values as a sustainable asset manager, to institutional investors around the world, with responsibility for your own region. Beyond the drive to get there, we are looking for a candidate with a hunting instinct, combined with an inclusive and team-oriented approach. We need someone who is curious, well-structured, and who works with a strong digital mindset.

You will be working in an innovative and top-performing sales team, with much influence on your daily work. For us, belonging to a team means giving to the team while also being able to expect something in return. We work with a structured sales process, and combined with your proven sales experience and sales psychology, we will be able to take Sparinvest international sales to the next level.

Your main tasks

- Identifying the most interesting and relevant institutional investor leads.
- Creating key insights together with portfolio managers, client intelligence and other colleagues in Sales and presenting them in an interesting and relevant way to investor leads.
- Structured and targeted outreach to and following up on leads interested in our insights and strategies.

- Participating in ad hoc projects such as improving the sales process, digital media research or mapping of key clients to prepare relevant outreach.
- Initiating, planning, extensively preparing, executing and following up on sales meetings – sometimes on your own, sometimes with colleagues from International Sales & Client Management and sometimes with portfolio managers.

Besides this, you will also be:

- Reporting to and working closely with our Chief Sales Officer and the Sales team.
- Developing and maintaining a sales pipeline.
- Building lasting relationships to secure that next big win.
- Continuously developing your investing skill set and understanding, including sustainability.

About you

- You are successful in your current asset management - or similar - sales role.
- You are an outgoing and socially confident person, you love to travel and are passionate about your work.
- You often see opportunities rather than obstacles, and you may have had some zigzagging on your CV which has given you a very broad toolbox.
- You know how to use this toolbox and psychological intuition to read and engage with people.
- Understanding (other) cultures is another quality that would suit the ideal candidate, and
- we expect you to be fluent in English and at least one other language.

What we offer

An exciting position with a strong international profile and extensive travelling. Your day-to-day job location

will be either Luxembourg or Copenhagen. You will join a high-performing and ambitious team of currently eleven people coming from various backgrounds who speak 8+ languages, but mostly communicate in English as a team.

Are you interested?

If you think that you are the perfect fit for this job, please submit your application via mail to hr@sparinvest.eu.

For more information, please find Chief Sales Officer Jacob Nordby Christensen on LinkedIn or send an e-mail to jnc@sparinvest.dk.

When applying for this role, please note that additional background checks may be carried out and an extract of your criminal record may be requested.

The Company

Sparinvest was founded in 1968 in Denmark, and with pan-European operations in Luxembourg since 2001.

Sparinvest is an international boutique asset manager, which consists of approx. 80 employees. We have a winning culture where leading competencies are developed in strong teams based on four strong values: Drive, Decency, Prudence and Presence.

Sparinvest is part of the Nykredit Group.

Its parent company, Sparinvest Holdings SE is majority-owned by the Nykredit Group, with other Danish banks also being part of its shareholding.

Sparinvest S.A. serves as head office of the organization with close to 30 staff members in Luxembourg, integrated into a wider group organization with branch offices in Denmark.

Sparinvest S.A. is a Luxembourg Super ManCo covering UCITS and AIFs alike and distributing its Luxembourg UCITS cross-border to more than 15 jurisdictions, where the UCITS is currently notified for marketing and distribution. Sparinvest is dedicated to the United Nations Principles for Responsible Investment. Read more about the Sparinvest Group at www.sparinvest.eu