

Relationship Manager

Insight Capital

Insight Capital B.V. is an independent fund management company specialising in multi-manager funds and multi-asset Investment. The company is looking to recruit two Relationship Managers to work in its Den Haag office.

Role Title

Relationship Manager

Overview

Insight Capital is offering two part time positions as Relationship Managers (RM) to work in its Den Haag office. This involves creating and maintaining relationship with institutional clients including pension funds, private banks, intermediaries as well as family offices and high net worth individuals throughout the Netherlands.

The RM will be responsible for the overall client relationship on both strategic and tactical level including;

- Calling potential investors and prospects
- Informing investors on investment strategies
- Target, develop and maintain relationship with prospects and clients
- Proactively transition prospects to clients
- Sell company offering via telephone, referrals, face to face meetings and marketing events
- Secure new and reinvestment
- Represent Insight Capital externally
- Understand and follow up client requirements
- Represent clients internally and liaise with key operational areas to ensure awareness of clients requirements
- Works closely with the risk management, control and compliance department
- Visit clients periodically to evaluate service quality, identify client priorities, and measure client satisfaction
- Assist in the resolution of client issues
- Make clients aware of market development
- Comply with all regulations, policies and standards and contribute to an effective conservative risk culture

Ideal candidate has

- A motivational personality
- Solid multi lingual skills
- Knowledge of financial products is a plus but not essential
- Ability to close deals and conduct business at a high level
- Solid verbal and written communication skills
- Ability to work under pressure

- Trustworthy and loyal, seeking long term commitment to the role
- Honest, open and resourceful
- Friendly, good communication skills, able to get on well with anyone

Language Requirement

Native Dutch

Fluent English. Good knowledge of French and or German is a plus

Further Information

Role: Relationship Manager

Type: Part Time

Location: Den Haag

Hours per week: Max 32

Salary: Competitive + Bonus

Interested candidates should send their cv together with a covering letter to info@insightcapital.nl