

## Sales Consultant/ Fund Sales

### Insight Capital

Insight Capital B.V. is an independent fund management company specialising in multi-manager funds and multi-asset strategies.

### Role Title

Sales Consultant/ Fund Sales

### Overview

Insight Capital is offering a number of non-management part time positions as Sales Consultant/Fund Sales to work in its Den Haag offices. The job involves selling company's funds over the telephone through one or more of the following intermediaries: brokerage firms, financial advisors/brokers, wealth managers, banks, and insurance companies, as well as to investment clubs and high networth individuals throughout the Netherlands. Initiates and/or follows up on sales calls, provides potential clients with sales ideas, answers product and service questions, provides performance data, identifies new sales opportunities and helps launch new products.

### Essential Functions

- Initiates outbound sales telephone calls to clients and prospective clients in a professional manner to position, promote and sell Insight Capital Investors products and to communicate company updates. Utilises knowledge of company products in an effort to develop business. (60%)
- Proactively follows up with clients and prospective clients to provide sales ideas, answers product questions, provide performance data, identify new sales opportunities, and help launch new products. (20%)
- Arrange meeting with potential investors. (10%)
- Answers inbound calls to respond to inquiries, provide answers, support needs and identify selling opportunities and pass on to Relationship Managers. (5%)
- Generates sales ideas, identifies new sales opportunities. (5%)

### Other Functions

- Works closely with the risk management, control and compliance department.
- Assumes additional duties as assigned.

### KNOWLEDGE, SKILLS & ABILITIES:

- Some knowledge of funds/financial industry products and services in order to promote and sell company fund products, and to respond to client inquiries, provide answers, and to identify selling opportunities. This is not essential as long as the candidate is willing to learn rapidly.
- Ability to initiate outbound sales telephone calls to clients provide sales ideas, answers product questions, provide performance data, identify new sales opportunities, and help launch new products.
- Excellent interpersonal and customer service skills with the ability to develop strategic business relationships.
- Strong attention to detail with the ability to manage multiple tasks effectively.

- High degree of self-motivation and the ability to work with little supervision.
- Intermediate computer skills including MS Word, Excel, and PowerPoint.
- Excellent verbal and written communication skills.

**Other Requirement**

We are looking for individuals who will provide professional, reliable and prompt service to our customers. The ideal candidate will have a minimum of one year sales and or customer care experience, preferably in financial services or a call centre environment.

**Language Requirement**

Native Dutch

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

**Further Information**

Role: Sales Consultants/Fund Sales

Type: Part Time

Location: Den Haag

Hours per week: 20h, Morning Shift: 9:00am to 1:00pm, Afternoon Shift: 2:00pm to 6:00 pm

Possibility of working on Saturdays and overtime as needed.

Salary: Competitive + High Bonus

Training: Training on company's funds and products will be provided.

Interested candidates should send their cv together with a covering letter to [info@insightcapital.nl](mailto:info@insightcapital.nl)