



Do you want to work for a multiple award-winning WealthTech 100 company?

3rd-eyes analytics is a WealthTech company founded in 2015 that has primarily been active in Switzerland and Germany so far. We have won a variety of awards and clients over the past years and have been named a WealthTech 100 company since 2019.

We are the partner of financial institutions for hyper-personalised wealth planning and sustainable investing. It is our ambition to become the leading solution provider in this area. To build up Sales in the Nordic region, we are offering an exciting position as

Senior Business Developer for the Nordics 80% - 100%

As a Senior Business Developer, you are passionate about growing our client base. You are able to develop solutions that meet the needs of our prospects and clients. You will be working in the Sales team with full responsibility to build up our business in the Nordics. The right candidate must be energetic, passionate, structured, and self-motivated. You will be managing the whole sales process for the Nordic region, from lead generation to deal closing. In case of interest, you may support project delivery of those clients you have acquired.

Your responsibilities

- B2B sales of our white label solutions to wealth managers, life and pension providers, and asset management firms
- Refinement and execution of the go-to-market strategy for the Nordics: generate leads, qualify opportunities, conduct pre-sales activities like answering RFIs/RFPs, close deals
- Expansion of existing client and prospect relationships
- Close collaboration with the product team to design propositions that enhance our products
- Representation at trade fairs and congresses
- Optional support in project delivery

Your qualifications

- Existing network to the management of banks, life and pension providers, asset management firms
- Track record of selling investment management technology/software to financial institutions
- Several years of experience in consulting for financial institutions (sales or project delivery) is considered a plus
- Very good communication skills in English, Nordic language considered a plus
- University / MBA degree / CFA beneficial

We offer

- Opportunity to develop into the position of Head Business Development Nordics
- A novel, innovative and award-winning WealthTech solution
- Independent work in a small, dynamic team with flat hierarchies
- The possibility to work from home and flexibility re. place of work

We are an equal opportunity employer. We believe that our diverse backgrounds make us better all aspects. If you are interested in becoming a key member of our growing team, Marc Mettler is looking forward to receiving your complete application by email: hr@3rd-eyes.com.