



Opportunity to grow within an award-winning, successful WealthTech 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 across Europe. We are looking for talented people to expand our Sales Team as:

Senior Business Developer

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. The right candidate must be energetic, passionate, structured, and self-motivated. 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: 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

- Broad network to decision makers of banks, life and pension providers, asset management firms
- Track record of selling investment management technology to financial institutions
- Several years of experience in sales and/or project management for financial institutions is considered a plus (e.g., consulting)
- Very good communication skills in English, any other language considered a plus
- University / MBA degree / CFA beneficial

We offer

- A dynamic team with flat hierarchies
- The possibility to work from home and flexibility re. place of work
- A novel, innovative and award-winning WealthTech solution

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, we are looking forward to receiving your complete application by email: hr@3rd-eyes.com.