

## Senior Debt Market and Mortgage advisor

The Risk Management Group (“RMG”) is specialised in advising clients on the selection, implementation and monitoring of asset and liability solutions.

Established in 2004, the firm is based in Geneva and offers clients (UHNWI, family offices, public institutions and non-profit organisations) in-depth services of audit, management, structuring and reporting of their financial profile. In particular, RMG provides expert advice on issues involving loans ; acting on the selection, implementation and monitoring of debt solutions.

Real estate mortgages and Lombard loans used to finance income generating investments represent an important share of RMG’s advisory activity with high quality financial investors. RMG has built a strong franchise collaborating with pension funds and banks to develop proprietary lending solutions suited to the needs of its clients.

RMG is looking to strengthen its marketing and advisory capacities by hiring one or two professionals with proven experience in client development and advisory of institutional (> CHF10Mio.) loan transactions.

### **Main Responsibilities :**

As *Senior Salesperson* working with RMG’s team you will be in charge of developing and advising a client base of borrowers in German and or French speaking Switzerland. You will also be called upon to help in developing the network of partnering financial institutions.

### **Profile :**

- Senior experience marketing similar services within a financial institution
- Solid knowledge of Swiss mortgage environment and key players
- Solid experience of Lombard and single stock loans
- Proven network of clients fitting RMG’s existing client pool
- Entrepreneurial mentality
- Smart problem-solver (independently and in group situations)

### **Skills :**

- Mastery of Swiss mortgage legal and fiscal issues
- Mastery of Lombard and single stock legal and structuring issues
- Pricing of interest rates derivatives
- Ability to adapt and develop marketing material
- Fluency in German, French and English (written and spoken)

### **Job Advantages :**

- Competitive salary and motivating performance-based remuneration model
- Creative and entrepreneurial working environment
- Proprietary relationships and solutions with first tier lenders
- Geneva downtown offices (Swiss German representative office considered)

*Only candidates eligible for Swiss work permit need apply*