

## Head of Fund Sales | the Netherlands

### About Us

Cyber Capital, founded in 2016 and based in Amsterdam (Netherlands) is an investment firm committed to generate superior returns for their investors through an actively managed crypto-assets portfolio with a long-term investment horizon. We combine established crypto investment expertise with traditional investment processes to bridge the gap between digital investment opportunities and traditional investors looking to gain exposure to cryptocurrencies.

### About the Job

- Drive fund sales across private and institutional investors through a broad network of relationship managers with asset managers, private banks and family offices
- Be the interface between sales and the investment team to ensure the fund products are well represented and presented to investors
- Agree marketing and sales plans with the Executive Management
- Interact with clients and be the (alternative) asset class specialist
- Market all products appropriately and answer detailed queries
- Ensure all marketing materials and onboarding documents are up to date and ready ahead of marketing
- Will be responsible for project management within a placement agent or investor relations/product specialist within an asset manager
- Lead any necessary training and product communication when necessary

### Profile

- Candidates must have a strong understanding of alternative investment products and ability to talk knowledgeably about the crypto industry both from a direct investment or a fund of fund type of investment experience
- Strategic thinker coupled with a high degree of business and commercial awareness and acumen
- A proven track record of success and achievement; hands-on; decisive, focusing on priorities
- Strong interpersonal and relationship management skills

- Ability to operate in an entrepreneurial and independent manner, whilst being fully integrated into the organisation
- High analytical capabilities
- Ability to work under pressure
- Detail oriented and precise
- Competent in handling conflicts and taking constructive feedback
- Strong project management skills and a solution-oriented approach
- Proactive and energetic personality who can influence with ease internal and external clients
- Fluent in English and Dutch. German would be an asset

### Competencies

- Results-oriented
- Strong communication and influencing skills
- Commercial and customer orientation
- Analytical & conceptual thinking
- Team player

### Seniority Level

Executive

### Industry

Fund industry / Financial Services

### Employment Type

Full-time

### Job Functions

Finance / Sales

### Apply to Cyber Capital

Thanks for your interest in careers at Cyber Capital. If you think you could be a good fit for our team, we look forward to hearing from you.

When submitting your application to [careers@cyber.capital](mailto:careers@cyber.capital), remember to include a motivation letter, a curriculum vitae as well as available references.