

Head of Fund Sales | the Netherlands (50% – 100%)

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.
- Lead any necessary training and product communication when necessary.
- Business travel as required.

About You

- You 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.
- Hold a proven track record of success and achievement; hands-on; decisive, focusing on priorities.
- You are a strategic thinker coupled with a high degree of business and commercial awareness and acumen.
- Have strong interpersonal and relationship management skills.

- Can operate in an entrepreneurial and independent manner, whilst being fully integrated into the organisation.
- Are commercially and customer oriented.
- Have a proactive and energetic personality. You are passionate about what you do.
- Fluent in English and Dutch – oral and written. German is an asset.

Competencies

- Results-oriented and able to work effectively under pressure
- Detail-oriented and precise. You take pride in your work
- Excellent communication and influencing skills
- Analytical & conceptual thinking
- Competent in handling conflicts and taking constructive feedback
- Team Player

Seniority Level

Executive

Industry

Fund industry / Financial Services

Employment Type

Part-time / 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, remember to include a motivation letter, a curriculum vitae as well as available references.