

## Sales Analyst

VIE position, based in Singapore.

We are currently looking for a suitably qualified individual to support the fund distribution in Asia Pacific; the position will be based in Singapore.

The position will evolve gradually as the incumbent demonstrates an ability to support the team successfully. As a small firm, the expectation is that the successful candidate will be willing and able to perform any tasks reasonably related to the below responsibilities.

If you are interested, please send your resume to [victor.kuoch@h2o-am.com](mailto:victor.kuoch@h2o-am.com)

### About H2O AM

Founded in 2010 and with offices in Paris, Monaco, London, Geneva and Singapore, H2O AM is an independent European asset management company, mainly specialising in Global Macro strategies. Based on an investment process developed over more than thirty years and on solid quantitative engineering, the teams implement a discretionary investment process based on a top-down and value approach.

Through relative value strategies in bonds, currencies, credit and equities, H2O AM offers its clients the benefits of diversified alpha with assumed and controlled risk over a defined time horizon.

H2O AM's mission is to assist investors in achieving their objectives by placing performance and risk over the investment horizon at the heart of their considerations. H2O AM is guided by a strong corporate culture that emphasises passion, performance and fortitude, with an unwavering commitment to our clients' needs.

[www.h2o-am.com](http://www.h2o-am.com)

### Key Responsibilities

#### Sales support and Client Service activities:

- Support the local distribution efforts in day-to-day sales activity with the objective to develop long-term relationships with new and prospective partners to drive sales
- Follow-up of meetings and respond to queries from clients (funds' performance and information, legal and marketing documentation, rebates) in coordination with the Client Services team
- Prepare documentation for client meetings/events and weekly team meetings
- Help the organization of sales-related events (Roadshows, Conference Calls, Industry Conferences)

#### Administration support

- Maintain & update the Client Relationship Management tool/database and generate specific reports for monitoring purposes and support the sales team efforts
- Participate and act pro-actively in marketing initiatives
- Follow up of clients' positions and investments for AUM monitoring, rebate calculation and payment

### Internal Communication

- Prepare periodic reports, update APAC procedures when needed, present to internal meetings and answer requests about sales activity
- Market intelligence: gather marketing data and industry trends for identification of new prospects, new market segments and qualification of new targets

### **What We Are Looking For**

H2O AM is looking for a dynamic, proactive and passionate individual with a truly entrepreneurial spirit who is willing to take the great challenge of supporting a local and growing distribution hub.

The Sales Analyst will report to the Head of Asia Pacific Distribution and focus essentially on supporting the firm in its sales and marketing efforts working closely with the Investments, Marketing, Client Portfolio Management, Risk, Compliance and Legal teams.

The position requires a combination of hard and soft skills, mixing technical, sales and communication skills:

- University degree in Banking/Finance/Economics required
- Good knowledge of the Asset Management industry and show interest in financial markets and related products
- Fluent in English is imperative. Any other language, in particular Mandarin, is a real plus
- Client focused, highly collaborative to deliver the best possible client experience
- Self-driven and strong work ethic with an ability to manage key internal and external relationships
- Strong analytical and critical thinking skills with attention to details and organizational skills
- Team player with an ability to work effectively and pro-actively in an autonomous environment
- Proficiency in Pack Office, in particular PowerPoint and Excel

*The employee's functions and responsibilities are subject to change, according to the Employer's decisions, according to the needs of work organization, in compliance with the field and level of skills of the Employee.*

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