J.P.Morgan

Sales Support - Associate - Luxembourg or Netherlands

Introduction

We're looking for an individual to join our Benelux Sales Support Team. The position will be based in either Luxembourg or Netherlands. In the future, the right candidate can evolve into a role of junior client advisor within the Benelux Sales Team.

J.P. Morgan Asset & Wealth Management

J.P. Morgan Asset & Wealth Management, is a global leader in investment and wealth management. Its clients include institutions, high-net-worth individuals and retail investors in every major market throughout the world. The division offers investment management across all major asset classes including equities, fixed income, alternatives, multi-asset and money market funds. For individual investors, the business also provides retirement products and services, brokerage and banking services including trusts and estates, loans, mortgages and deposits.

Asset Management is a leading investment manager of choice for institutions, financial intermediaries and individual investors, worldwide. With a heritage of more than two centuries, a broad range of core and alternative strategies, and investment professionals operating in every major world market, we offer investment experience and insight that few other firms can match.

Responsibilities:

- Partner with client advisors to support all facets of the sales and business development/retention process;
- Assist in identification of new business opportunities and upcoming product searches;
- Coordinate product teams sales presentations and RFP processes;
- Initiate prospecting and territory management efforts - research prospects within territory, keep client advisor abreast of client trends and industry developments;
- Understand current client relationships and assist in client service activities for existing clients;
- Partner with marketing team on new product and insights campaigns;
- Respond to client requests and manage client communications efforts to promote continuous sales dialogue and to build client relationships.

Core Skills:

- Strong organization skills and attention to detail;
- Native Dutch speaker, fluent in English, verbal and written, French is a definite plus
- A first experience within the financial industry is helpful;
- Good communicator;
- Client focused and eager to manage client requests;
- Able to prioritize and multi-task;
- Good knowledge in financial products (bond, equities and liquidity funds);
- Eager to learn the client on-boarding & operational processes.