



aescuvest.eu
POWERED BY EIT HEALTH

Relationship Manager Family Offices / (U)HNIs / Private Banks (f/m/x)

at Aescuvest – Frankfurt / Munich / Zurich / London / Paris

Do you want to make a difference? Do you want to work at the forefront of modernization and fuel the next generation of healthcare technology?

Then you are in exactly the right place with us!

At Aescuvest we focus on next generation venture capital. As leading pan-European FinTech we provide digital venture capital investments into top-tier deals on our cutting-edge platform. Through a very prestigious partnership with the EIT Health, we have exclusive access to the best ventures in Europe in the largest and fastest growing market: Healthcare!

Our mission is to empower meaningful investments into breakthrough innovations in BioTech, MedTech and Digital Health and ultimately to improve care. Collectively, our team brings decades of experience from leading investment institutions, healthcare leaders, and successful technology companies. We are growing quickly while staying authentic and true to our mission and are looking for you to join us as soon as possible.

THE ROLE

As Relationship Manager (m/f/x) you will be an integral part of our Investor Relations Team. Getting access to top-tier private venture capital deals is an opportunity that is new to many investors. In your role you ensure that investors have access to the best available information to make an informed decision and help us maximize the growth of our investor base. Within the private banking world, you will connect with investors to understand their investment goals and how our portfolio can fit within their overall strategy. As a subject-matter expert on a range of private market asset classes you have credibility and are a trusted advisor within your professional network.

We are expanding into new countries across Europe and are looking for a Relationship Manager to join us on this journey.

WHY JOIN

- **Fund companies that matter.** We back founders who use technology and scientific innovation to shape the future of health.
- **Have a major impact.** Your everyday work will define how some of the hottest and most impactful healthcare ventures in Europe will develop and grow.
- **Work with entrepreneurs at eye-level.** Our flat hierarchy means that you will take project ownership and contribute with your own ideas and experience from day one.
- **Get things done.** We focus on results and turning visions into reality efficiently – not on how long you stay in the office.
- **Diverse and inclusive team.** Challenging and varied tasks give you scope to interact with highly skilled individuals in finance, capital markets, law, technology, and communications.
- **Work in style.** You can work in style and comfort from partner offices anywhere in Europe, e.g. Stockholm, Brussels, Munich, Paris, London and many more. We also provide the opportunity to work remotely.
- **Grow with us.** We want you to become a core team member and are ready to invest in your career progress.

WHAT YOU NEED TO SUCCEED

- At least 5 years of experience selling a financial product
- Knowledge of the venture capital asset class
- Bringing your own network of venture capital interested investors with you
- Comfortable building relationships with a range of Family Office / (U)HNWI clients
- Comfortable building partnerships with wealth departments in the private banking sector
- Fluent written and verbal English
- Sales communication (written and verbal)
- Experience working with a CRM
- Comfortable handling rejections and persuading
- Resilient and positive-minded
- Experience mentoring junior staff (beneficial)
- And finally: you are an entrepreneur at heart and live this with an intrapreneurial mindset and a dealmaker attitude

If you are highly driven and would like to join us in our mission to transform venture capital, we warmly welcome you to a dynamic, motivated and successful team with an open and flexible working environment.

Please send your CV and personal statement as well as your salary expectations to hr@aescuvest.eu.