



INFORMED PORTFOLIO MANAGEMENT

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IPM is looking to hire an institutional sales professional

IPM Informed Portfolio Management AB is a systematic macro and equity manager with institutional clients on three continents, 50 employees and approximately \$8 billion in assets under management. IPM is a research-driven, award-winning company that was founded in 1998 and is an equal opportunity employer with personnel from all over the world. The corporate headquarters is located in the heart of Stockholm, Sweden.

About the position

In order to meet increased investor demand for IPM's offerings, we are looking to strengthen our sales team with an experienced professional focusing on institutional investors in Northern Europe. The position is based in Stockholm, but extensive travelling is to be expected.

Reporting line & team: You will be reporting to the Head of Distribution and be part of IPM's distribution team that includes 8 people working with sales, client services and marketing.

Responsibility & focus: To further develop our client base made up of institutional investors such as pension funds, insurance companies, foundations, banks, asset managers and distributors. The candidate's focus will mainly be on the Nordic region and Continental Europe.

Remuneration & reward: Fixed salary and bonus, as well as a company pension scheme. The position offers the right candidate the flexibility and freedom to define his/her own role in a way best suited to achieve the goals set out by IPM's Management.

Your personal profile

We are looking for someone with about 10 years of experience from the financial industry; preferably in asset management or investment banking. The successful candidate will be able to demonstrate a proven track record of institutional sales, and have excellent skills in communication and relationship building. Strong knowledge of the Nordic pension fund industry and the ability to thrive in an at times stressful environment is a must.

In addition to that:

- You have an academic degree in business and/or the technical field.
- You are perfectly fluent in one Scandinavian language and English (both verbally and in writing).
- You are an entrepreneurial, social and dynamic team player with good people skills and an inquisitive mind.

Apply for this position

Please email your application and CV to hr@ipm.se no later than March 19, 2012. If you have any questions regarding the position, you are welcome to contact our Head of Distribution, Jamil Ismail, at: jamil.ismail@ipm.se or by calling +41 798 620 080. Additional information about our company can be found at www.ipm.se