aegon

Sales Associate – Institutional Asset Management

The role

Sales associate is a dynamic role where you combine your organizational and commercial skills to help drive business success. Working closely with colleagues across the firm, you will coordinate sales activities, manage client documentation, and support the sales process from start to finish. This role offers the opportunity to gain valuable industry knowledge, build an extensive network and develop skills that will serve you throughout your career.

As a sales associate, your primary responsibility is supporting the sales process through and with our sales and account managers. This includes coordination of periodic and ad hoc (due diligence) meetings and following up on operational questions from clients and prospects. You will coordinate and prepare sales materials, ensure that all client-facing documentation is accurate and delivered on time, and occasionally accompany sales and account managers to clients and events.

You will work in an international environment and be part of the Benelux & Nordics sales and account management team, part of the larger commercial domain for Continental Europe. The team is located in our WTC Schiphol office.

Why the role is important

As a sales associate, you have a direct impact on our ability to win new business and maintain strong client relationships. The team plays a key role in supporting the firm's revenue-generating activities and ensuring a seamless client experience.

Responsibilities

You are responsible for the coordination and completion of high-quality, client-focused sales support activities, ensuring all client requirements, enquiries and requests are dealt with professionally, accurately, and within agreed timelines.

Key responsibilities include:

- Building and maintaining strong relationships with clients and prospects, ensuring continuity, trust and a professional experience.
- Following up on client requests, operational questions, and internal actions within agreed timelines.
- Working closely with subject matter experts, including portfolio managers, to gather technical or specialist information required for client materials.
- Supporting sales and relationship managers across the Benelux & Nordics team, always keeping the client perspective front and center.
- Coordinating commercial processes and assisting with onboarding and documentation.
- Ensuring that the CRM system (Salesforce) up to date with accurate and timely information.
- Supporting activities related to client events and client communications.

Who we are looking for

We are looking to complement our team. You enjoy working with clients, bring structure to your work and pay attention to details. You have affinity with and/or an interest in financial services and investment products, and are ready to take your first or second step into the financial services industry.

Ideally, you have:

- Energy, enthusiasm and an eagerness to learn the Sales Associate role.
- Skill in building and maintaining relationships, both with clients and across the organization.
- The ability to work both independently and as part of a team.

- A relevant degree in business, finance, economics or a related field, or equivalent experience. We welcome diverse educational and career paths.
- Interest in developing your knowledge of investment management, for example through CFA or CAIA qualifications.
- A good sense of humor

Furthermore:
- Fluency (verbal and written) in Dutch and English is required.
- Experience in a sales support role would be an advantage.
- Even if you don't tick every box but have a good dose of ambition we would still love to hear from you. We believe that diverse teams drive success. We therefore encourage applications from all backgrounds, including those underrepresented in financial services.

What will you be getting?
- You will be earning a competitive monthly salary
- A healthy balance between working in and out of the office. And the possibility to work (temporarily) from abroad (in agreement with your manager)
- Plenty of scope *and* budget for your personal development
- A minimum of 27 holiday days
- Reimbursement of your travel expenses
- An excellent pension scheme.

About Aegon Asset Management
Aegon Asset Management (Aegon AM) is a leading global investor. Our 389 investment professionals manage and advise on assets of US $321 billion for a global client base of pension plans, public funds, insurance companies, banks, wealth managers, family offices and foundations.
We organize our firm around four investment platforms: fixed income, real assets, equities and multi-asset & solutions, which includes a fiduciary and multi-manager business. Each investment platform has dedicated teams with deep asset-class expertise, organized globally and committed to maximizing client benefit from their specialist areas.
We are an international business: Our 1,200 employees work from 13 locations across Europe, the Americas and Asia. We share a common belief in fundamental, research-driven active management, underpinned by effective risk management and a commitment to responsible investment.

Interested? Apply!
Are you interested in joining our Team? We look forward to receiving your resume and motivation letter. Then make sure you apply immediately! Do you have some more questions? Send an email to Talent Acquisition via people@aegon.com.

Diversity & Inclusion
At Aegon Asset Management, we are committed to fostering a diverse workforce and an inclusive culture. We are more than a global Asset Management firm – we are a people business, and we recognize that delivering excellent client outcomes comes from harnessing diverse perspectives. We value diversity in the full range of human uniqueness without limitation including race, gender, ability, language, culture, beliefs, age, origin, background, perspectives and experiences.

https://transamerica.wd5.myworkdayjobs.com/AegonAM/job/NLD-Schiphol/Sales-Associate---Institutional-Asset-Management_R20059576