



ESTATING

JOB PROFILE

HEAD OF DISTRIBUTION SWITZERLAND (M/F/D)

Why Estating?

Do you have the aim giving everybody the ability to access attractive property, not limited to their place of origin nor their financial strength? Then don't stop reading, you have found us!

We want to change the world by democratizing and disrupting the access to the property market and offer its advantages to all.

We will scale fast. While it begins with qualified investors this is only the start. Estating's goal is to create wealth for all. Extending the advantages of investing in properties to the retail saver and eventually the un-invested, wherever they are and with whatever level of investment they wish to make.

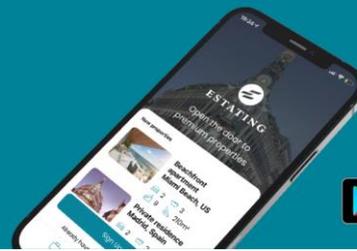
Estating's aim is to create a wealthier society. If you have the interest and the talent to help us achieve that faster, have a down to earth attitude, like getting remarkable things done while having fun then we would like to hear from you.

What will you do?

You will build and run the whole distribution in Switzerland. You will initially focus on Independent Asset Managers, followed by Private Banking and Wealth Management as well as other institutional partners. You will actively develop and maintain a network of distribution partners, giving ongoing support of new products and strategic development. You will report directly to the CCO.

Your key responsibilities:

- Representing Estating's team and values in Switzerland
- Presentation and distribution of Estating's investment opportunities in Switzerland
- Building and running a network of distribution partners
- Enabling our distribution partners to successfully sell to their HNWI, family office clients
- Interacting closely with Estating's global team
- Creating an entrepreneurial culture
- Building and guiding a young and hungry team



What qualifications do you need?

- You have proven, reliable and executable relationships to the wealth management and private banking network focusing on independent asset managers, family offices and MFO
- You have a successful P&L track record in distribution of financial products
- You have an excellent understanding of HNWI needs and the surrounding industry
- You have strong CRM and deal flow management skills
- You have a minimum of 10 years relevant work experience
- You have a very good stakeholder competence, especially with senior distribution partners (distribution network)
- You are flexible and able to thrive in a start-up environment
- You are persistent and know how to convince people
- You speak business fluent English (our company language) and German, an additional language (e.g. French, Spanish, Russian) is a strong advantage.

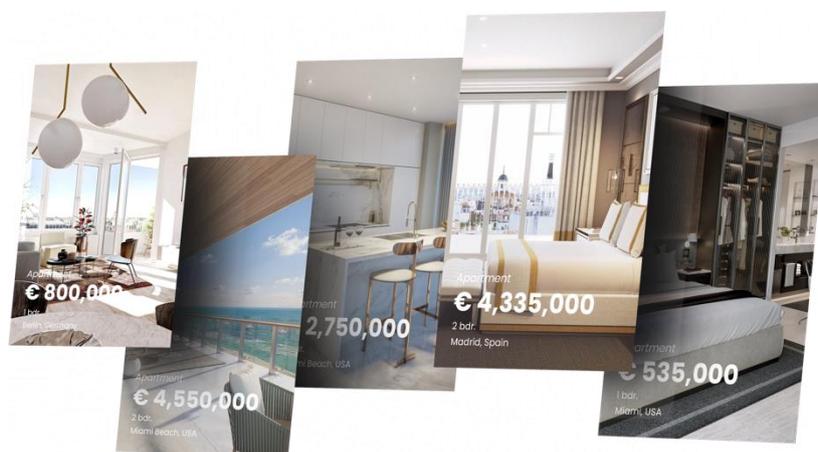
What do we offer?

We don't want to start here with the usual fresh fruits and free drinks like anybody else. We have much better to offer!

- We are a really experienced and international team of digital-savvy finance experts and key executives with successful start-up know-how united by the mission to create a win for society.
- We are flexible regarding remote work. But if you wish to work from our office, we are based very centrally in Berlin in a beautiful one. You are always welcome there.
- Estating is a founder-driven flat hierarchy organization where you will have an impact from day one.
- We are offering a competitive salary.

Does this sound interesting?

We are looking forward to your application to founders.estating@estating.com with your CV, a 60 seconds video introduction, your possible start date, and your salary expectations.



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