About the opportunity

Purpose of the Role
As a member of the Benelux sales team, the Sales Associate works in partnership with the sales team to ensure the effective and efficient implementation of the sales & marketing plan. The Sales Associate is responsible for supporting wholesale and institutional clients' requests and services offered to our Dutch professional clients. The role includes preparing, executing and following up on client queries, sales meetings and client events. It includes taking care of client reporting, but also maintaining and keeping our global CRM system (SalesForce) up to date. It takes on an integral and operational role in collaborating with product positioning, market and competitor intelligence, being the local link with centrally based competitors and fund analysis specialists' teams.

Key Responsibilities

- **Wholesale/Institutional client support:**

Provide in-office support for distribution/wholesale/institutional clients: Responding to client requests, preparing information and data, preparing meeting material, pitch documents, RFPs, including data compliance administration,

- **Client reporting and data provision:**

Prepare and distribute regular and one-off fund and market reports. Ensure that list of regular client reports is up to date. Influence developments on how to improve on line reporting and web as an integrated part of the role.

- **Client database:**

Ensure client database (SalesForce) is kept up to date, support local team members on using the client systems. Managing data consistency for internal sales reporting requirements, including preparing reports.

- **Competitor analysis:**

Function as local link into central representatives, to brief in fund analysis initiatives with appropriate central teams, ensuring ongoing information flow from central team to local market in terms of competitor and market intelligence. Support preparation and positioning of specific product initiatives with Iberian wholesale/institutional clients.

- **Marketing support:**

Coordinate meeting and speaker requests and send out regular internal activities and opportunities reports, help with internal and external activities

Experience and Qualifications Required:

- Studies with a finance or economics specialisation
- Commercial orientation
- Strong analytical and organisational skills
- Interest in the financial area, especially the asset management industry
- Fluent in English and Dutch
- Good knowledge of MS office (Word, Excel, PPT, Outlook)

About Fidelity International

Fidelity International offers investment solutions and services and retirement expertise to more than 2.56 million customers globally. As a privately-held, purpose-driven company with a 50-year heritage, we think generationally and invest for the long term. Operating in more than 25 locations and with $783.6 billion in total assets, our clients range from central banks, sovereign wealth funds, large corporates, financial institutions, insurers and wealth managers, to private individuals.

Our Workplace & Personal Financial Health business provides individuals, advisers and employers with access to world-class investment choices, third-party solutions, administration services and pension guidance. Together with our Investment Solutions & Services business, we invest $567 billion on behalf of our clients. By combining our asset management expertise with our solutions for workplace and personal investing, we work together to build better financial futures.

Our clients come from all walks of life and so do we. We are proud of our inclusive culture and encourage applications from the widest mix of talent, whatever your age, gender, ethnicity, sexual orientation, gender identity, social background and more. We are a disability-friendly company and would welcome a conversation with you if you feel you might benefit from any reasonable adjustments to perform to the best of your ability during the recruitment process and beyond.

We are committed to being a truly flexible employer, encouraging and trusting our people to perform their role in the way that works best for them, our business, our colleagues and our clients. We offer the maximum possible flexibility over where and when you work for all, considering your role and any local regulations. We call this new approach "dynamic working".

Find out more about what we do, our history, our new approach of "dynamic working" and how you could be a part of our future at https://careers.fidelityinternational.com/about-us

Applying to this Job Role: https://fil.wd3.myworkdayjobs.com/001/job/Netherlands-Office/Sales-Associate_J31080/apply

Please note you are only required to upload your CV/Resume to the application screen.