



Graduate – Analyst / Capital Market Institutional Sales

Company Description:

Tradition is the interdealer broking arm of **Compagnie Financière Tradition** and one of the world's largest interdealer brokers in over-the-counter financial and commodity related products. Represented in over 28 countries, **Compagnie Financière Tradition** is listed on the Swiss stock exchange.

Tradition SA Lausanne is specialized in advisory and lead management of financing and investment operations for institutional clients (local authorities, utilities, national and multinational corporations and institutions). We are a key player on the Swiss financial market and close to the latest developments through our wide network and highly sophisticated infrastructure which further enables us to react fast and deliver the best available solutions for our clients.

We provide brokerage services in a comprehensive range of financial markets including Money Market, Private Placements, OTC Derivatives, Bonds and Mortgages.

Job Description:

Are you interested in working on the Trading Floor? Do you know how to work well within a team to develop and provide high quality solutions? Then we are looking for you to:

- Maintain and grow existing client relationships and make contact with prospective new clients where appropriate
- Establish an understanding of the nature and needs of our clients' varying business practices and regularly provide relevant market insight, product information and sales support
- Perform debt or investment portfolio analysis
- Assist the team in providing guidance and selling Fixed Income and Rates products to institutional clients (corporates, pension funds etc.)
- Process client trades and order related enquiries, contribute to daily client-facing tasks including general sales calls.
- Address any internal issues that may arise throughout the cycle of the trade
- Sustain the continuous improvements for the desk's trade execution, booking, and other additional tasks including IT tools used by the team
- Make independent judgements and act with attention, integrity, proficiency and diligence to avoid conflicts of interest and escalate concerns as appropriate

Particular emphasis will be attributed to performance in terms of the identification of new business opportunities, the development & delivery of new customer relationships.

Profile:

- Graduate (Diplom in Wirtschaftswissenschaften, Management , Finanzwirtschaft)
- Strong analytical and communication skills
- Client orientated and responsive personality, flair for sales with self-confidence and perseverance
- **Fluent in German or Swiss German** with a good knowledge of French and English. Italian or other languages are a plus.
- Experienced execution skills of MS Office Applications (Word, Excel, Powerpoint). Programming or webmaster experience would be an asset.

Bright, dynamic, hands-on personality. Eager to develop a career in Trading or Brokerage Company, to acquire appropriate knowledge of financial markets and to develop the ability to work effectively in a high pressure environment.

Where: **Lausanne**

Start date: **01.01.2020**

Interested candidates should e-mail, enclosing full career details, to institutional@tradition.ch

More details concerning the company on www.tradition.com or www.tradition.ch