



Investor Relations / Business Developer

Geneva, Switzerland

Hermance Capital Partners (HCP) is a division of Banque Pâris Bertrand SA (PB SA) created in 2016 focusing on private markets investments. HCP provides a wide range of investment solutions across high-conviction strategies with attractive risk-return profiles in Private Equity, Private Real Estate, and Private Debt. Through its modular approach, HCP enables qualified investors to build a diversified portfolio of high quality private assets. In addition, HCP offers tailor-made solutions in primary funds, secondaries and co-investments for investors.

HCP is focused in providing institutionalized private market investment solutions to private investors, and not limited to PB SA clients, but also to other private banks.

HCP has been recognized by multiple private banks as an attractive private market investment platform and in order to crystalize this conviction, PB SA, Bordier and Reyl, have entered into a partnership to promote HCP investment solutions to their clients.

HCP is managed by a group of seasoned investment professionals investing in private markets since the late 80s. Collectively, they have managed over USD 6 billion in commitments for institutional and private clients.

Following this partnership, we are currently looking for an experienced and entrepreneurial **Investor Relations / Business Developer**. The incumbent will be focused on developing the investor base of HCP and will be the entry point for all Private Market investment solutions from HCP's private banks partners. In addition s/he will have the responsibility to lead the effort outside the partnership to attract new clients.

Purpose of the role

- This candidate will be working closely with HCP's CEO as well as the senior management team of our partner banks to develop and market investment solutions for private and institutional investors in Private Markets (dedicated mandates and strategies).

Candidate Profile

- Confirmed experience and proven track record in a commercial role (min. 5 years in a similar role within the Financial / Private Equity industry)
- Confirmed experience in dealing with private investors with strong understanding of clients' needs and challenges for investing in private markets
- In-depth understanding of investment processes.
- Excellent customer service and communication skills (written and oral).
- Self-starter attitude and pragmatic approach.
- French and English a must. Any other languages are a plus.
- Ready to travel to a certain extent.
- Strong entrepreneurial mindset

Please send your application to careers@parisbertrand.com

All applications will be dealt with in a strictly confidential basis.