



The Empira Group is a Private Equity Real Estate manager focused on private investments within Europe, Middle East and the United States. Our investment capabilities cover the entire lifecycle of a property – identifying real estate opportunities, ensuring a smooth acquisition process, and optimised asset management. Empira's vertical integration, incorporating in-house development capabilities, allows us to create sustainable investment solutions across the capital structure. We are also one of the leading European real estate debt managers offering junior, mezzanine, and whole loan solutions to our clients.

In order to further execute our growth strategy, we are looking for a committed and entrepreneurial personality **for our headquarters in Zug** as

Associate Business Development (m/f/d)

Your tasks

- Implementation as well as continuous optimization of controlling and reporting for the management and control of international sales
- Development and implementation of KPIs to measure the quality and quantity of international sales, taking into account the respective markets
- Participation in the ongoing internationalization of the sales department
- Supporting the Head of Client Solutions UK, Nordics & Middle East in day-to-day business and ensuring ongoing reporting to management
- Preparation of variance analyses for decision support as well as identification of market potentials of institutional investors
- Establishment, expansion and maintenance of an investor network as well as active support in the acquisition of new investors

Your qualifications

- Successfully completed degree in business administration, real estate management or a comparable qualification
- Several years of experience in business development, sales consulting or banking, ideally, minimum understating of real estate
- Distinct affinity for numbers, ability to analyze and result orientation, data analytics skills
- Entrepreneurial way of thinking and acting
- Experienced handling of the MS Office package, especially MS Excel
- Fluent in English and good knowledge of German, further language skills would be an advantage
- Proactive, independent and solution-oriented way of working

What we offer

- Young, dynamically growing company with flat hierarchies
- A wide range of creative opportunities
- Committed and motivated team
- Opportunities for further training and development
- Performance-related remuneration
- Modern offices in a central location

Please send your complete application documents including your salary expectations and possible starting date by e-mail to karriere@empira-invest.com.

Empira AG
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