



Pareto Securities is an independent full service investment bank with a leading position in the Nordic capital markets and a strong international presence. Pareto Securities is headquartered in Oslo, Norway, with more than 360 employees located in 13 offices in 10 countries. Our team in Copenhagen consists of 12 dedicated employees working within Corporate Finance and Securities Trading targeting i.a. institutional investors and high-net-worth individuals.

With an intensive focus on financial products, Pareto Securities has built its leading position in the Nordic market. Today Pareto Securities offers a wide range of Corporate Finance services including M&A advisory, Debt Capital Markets and Project Finance within Real Estate, Shipping and Infrastructure.

Pareto's Project Finance division is a leading player within structuring and syndication of real assets investments including Real Estate. The projects are managed by the subsidiary Pareto Business Management which currently has around 150 projects in the portfolio with an estimated market value of approx. NOK 44 billion.

Pareto Securities AS, Copenhagen Branch
Sankt Annæ Plads 13
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Denmark

Motivated Sales Executive to join a leading Nordic investment bank

To support the continued growth of our Project Finance activities in Denmark, Pareto Securities is looking for an ambitious Sales Executive to join our sales force in Copenhagen.

The position will involve syndication and brokering of real assets (primarily real estate) to different types of investors including high-net-worth individuals, institutional investors, assets managers, independent advisors and foundations.

Ideally, we are looking for a Sales Associate who has recently graduated and possibly has gained a few years of relevant experience. In addition, we seek a senior Sales Executive with a proven track record and strong skills within capital-raising and/or sale of financial products.

Profile:

- Top performer with drive, motivation and integrity
- Trustworthy personality with excellent social skills
- A fundamental understanding and interest for the capital markets and real estate
- Professional and structured approach with long-term horizon
- Experience from previous jobs within private banking, securities trading or sale of real estate products is an advantage
- Ability to work autonomously in a flat organization, where personal initiative will be rewarded
- Higher education within the field of Finance, Business Administration, Economics or similar
- Excellent communication skills in Danish and English

The job:

- You will be part of the Project Finance sales team which currently consists of 14 dedicated brokers dividend among our offices in Oslo, Stockholm and Copenhagen
- Establish connections and relations to a variety of different investors
- Client meetings with presentation of Pareto Securities, investment cases, structure, etc.
- The position offers an opportunity to build a career within an organization which is committed to grow
- The candidate will report to the management in Copenhagen but will also be in close contact with the other Nordic teams

The process:

Please submit your CV, transcript and motivational letter to frederik.kock@paretosec.com.

Interviews will be held on an ongoing basis. If you have any questions please feel free to call Frederik Kock on +45 2223 1500.

For more information visit www.paretosec.com.

