

**Location:**

Zurich, Switzerland

**Reporting line:**

Head Fixed Income Credit Sales & CEO

**Remuneration:**

Competitive, in line with market

Pareto Securities is an independent full service investment bank with a globally leading position within the Energy, Maritime and Infrastructure sectors.

The company is headquartered in Oslo, Norway, with more than 400 employees located in 13 offices across 10 countries.

Pareto Securities opened a presence in Zurich in 2017, focusing on both deal origination and sales.

Pareto Securities AG  
Rennweg 57  
8001 Zurich  
Switzerland  
Tel: +41 44 551 38 00  
[www.paretosec.com](http://www.paretosec.com)

# Junior Execution Sales Trader – Fixed Income Credit Sales

**Job Description:**

Opportunity to join a leading and fast-growing independent investment bank that has recently entered the Swiss Market by setting up their new Zurich office. Pareto is currently the leading corporate bond manager in Nordic High Yield issues and expanding rapidly in continental Europe.

The investment bank offers a comprehensive range of services within Corporate Finance, High Yield Fixed Income, acquisition financing, Asset broking, FX project finance, business management and research with a strong international presence.

We are now searching for a Junior Execution Sales Trader – Fixed Income.

**Role Responsibilities:**

- The investment bank is looking for a self-starter with initial banking experience who can develop access to the Swiss Investor Community
- Will work alongside the fixed income sales team, assisting the Fixed Income Sales desk with an enthusiastic and client-oriented approach
- Co-Coverage of Private Banks, Family Offices, UHNWI'S, Institutional clients, Asset Managers, etc.
- A track record of revenue generation and proven track record in sales is not required
- Candidate needs to be a fast learner and display strong social skills, to be able to establish successful future long-term client relationships
- Candidate proactively identifies trade opportunities and collaborates with the Debt Capital Markets team

**Profile / Experience Required:**

- Bachelor's degree or higher required from a well-known university/business school or similar
- Candidate ideally has 1-3 years of experience within an investment banking/Asset management environment e.g. trading capacity or within sales of financial products
- Good understanding of Corporate Bonds and Fixed Income products is a plus
- Language skills: English required, German, French, Italian and/or Nordic languages preferred
- Previous proven track record of revenue generation and fixed income sales is not required

For more information please visit [www.paretosec.com](http://www.paretosec.com).

**The process:**

Please submit your application via email to [career.ch@paretosec.com](mailto:career.ch@paretosec.com).

