

Solution Advisor

Department	Solution Advisors Unit – Investment Navigator
Office	Zürich
Reporting to	Head of Solution Advisors
Role Type	Permanent / Full-Time

About aosphere

aosphere helps financial institutions navigate complex regulation with clarity and confidence, combining expert-authored insight with technology to deliver regulatory intelligence clients can trust and act on.

For over 20 years, aosphere has supported firms in understanding what regulation requires, acting on it and proving they have done so. Our products span derivatives, shareholding disclosure, marketing restrictions, data privacy, e-signatures and crypto asset regulation, and are used by over 750 institutions and 15,000 users worldwide, including most leading banks and 80% of the world's largest asset managers.

Our flagship products, including netalytics, CSAnalytics, diligence and the Rulefinder suite, deliver expert-authored regulatory intelligence, and we are now building a new generation of workflow solutions to help firms operationalise regulatory requirements through structured, audit-ready processes.

We combine human expertise with intelligent technology to deliver accuracy at scale, and operate globally with teams across London, New York, Switzerland, Australia, Belfast, Hamburg and Dubai.

About the role

As a Solution Advisor within the Investment Navigator team of aosphere, you play a key role in helping financial institutions successfully digitalise and optimise their workflows. You combine strong relationship management with solution expertise and act as a trusted advisor throughout the entire client lifecycle.

You work closely with banks, financial intermediaries, and asset managers, supporting them from the initial sales discussions through onboarding and long-term partnership development. While our technical and product teams lead the software implementation and delivery, you ensure clients receive the right guidance, training and strategic support to maximise value from our solutions.

You enjoy working closely with clients, understanding their business needs and building sustainable relationships that create long-term success for both clients and aosphere.

Your responsibilities

Client Advisory & Solution Expertise

- Act as a trusted advisor for clients regarding digital workflows and solution-related topics
- Develop a deep understanding of each client's business, challenges, and objectives
- Guide clients throughout the full client lifecycle
- Serve as the main point of contact for all workflow-related matters
- Conduct client trainings and support user enablement initiatives
- Gather client feedback and market insights and share them with our product and technical teams

Sales & Business Development

- Support the further growth of our client portfolio consisting of banks, financial intermediaries, and asset managers
- Collaborate closely with the regional aerospace Commercial teams as a subject matter expert during the sales process
- Present and position our products and services convincingly to prospective clients
- Drive the sales process in a client-centric and solution-oriented manner
- Build sustainable client relationships with a strong focus on long-term partnership and value creation
- Identify client needs and translate them into concrete actions and solutions
- Lead and coordinate implementation projects for new client onboardings
- Act as the interface between clients and internal specialists across tech, products, legal and operations teams

Relationship Management & Client Success

- Maintain and further develop existing client relationships
- Ensure outstanding client experience during both sales and after-sales activities
- Identify upselling and cross-selling opportunities
- Handle client enquiries and feedback professionally and proactively
- Stay closely connected to clients to ensure long-term satisfaction, loyalty and growth potential

Your profile

- Degree in Business Administration, Economics, Law or a related field
- Several years of experience within the financial industry, ideally in a client-facing role
- A sound understanding/interest for technology / digital solutions is required
- Strong communication and interpersonal skills with the ability to build trusted relationships
- A client-oriented mindset and genuine enjoyment in working with clients
- Ability to understand complex client requirements and translate them into practical solutions
- Organised, proactive and comfortable managing multiple stakeholders and projects
- Team-oriented personality with flexibility, resilience and a positive attitude
- Fluent in English, German and/or French skills are a plus
- A good sense of humour and a collaborative mindset complete your profile



What we offer

- A dynamic and entrepreneurial working environment within a growing international company
- Close collaboration with experienced professionals across multiple disciplines
- The opportunity to shape client experiences and contribute directly to the company's growth

- Diverse responsibilities with significant client interaction and ownership
- A modern, collaborative and supportive team culture

Please send your CV/resume in confidence to carmen.loggia@lhh.com