

## VACANCY SENIOR ASSET MANAGER

Lunar Asset Management N.V. is looking for candidates for the position of Senior Asset Manager who are ready for the next step in their career. We are looking for an experienced manager who wants to commit himself to the organization and its clients for a longer period of time.

Lunar Asset Management N.V. is a fully independent asset manager based in Willemstad, Curaçao. The clients with assets starting at \$100,000, -- are guided in a very personal way in the field of asset management. The investment policy is based on value investing in international shares and investing in structured products under our own management. In addition, investments are made in bonds and listed real estate. In the longer and short term, Lunar Asset Management tries to avoid large price drops in assets and to achieve a steady growth in assets.

Lunar Asset Management gives the attention and guidance to its clients that suits this category of investors. The quality of our services is reflected in the way we work. This means that all questions from our customers are handled the same day. Once per quarter the portfolio is discussed with the clients, often at the client's premises or at our office.

Our team of asset managers consists of driven professionals who take on the challenge of fully exploiting the opportunities in the securities markets for their clients with the main objective of "preserving capital" and "growing the assets".

We strive for full transparency regarding costs and the way of working. Our ambition is to take all matters relating to the management of the assets out of the hands of our clients and to manage this in an excellent manner, so that our clients can enjoy the assets in a carefree manner.

### Function:

The most important activities associated with this position consist of managing the assets of your clients and the recruitment of new clients. You build a long-term relationship based on expertise and trust and you provide the clients with an excellent service. You are expected to work commercially and entrepreneurially, carefully implementing lunar asset management's investment policy in the portfolios under management.

### Profile:

- Bachelor work level
- Extensive experience in private Banking/ Asset Management
- Experience in building a client base in the segment starting at \$500,000, --
- In possession of an extensive network of prospects and intermediaries
- Reliable, honest
- Self-employed
- Enterprising
- Ambitious
- Team player
- Accurate

## Core tasks

### The asset manager

- keeps track of the development of new products for the benefit of (institutional and private) clients;
- assess new products and, if desired, introduces them into existing investment portfolios;
- follows and interprets (numerical) information on companies, sectors, stock exchanges, economies, etc. in order to optimize investment portfolios;
- monitors and interprets international developments in the political, economic and social fields and forms an opinion on the possible effects on price formation;
- interprets forecasts of financial and economic developments at home and abroad against the background of history;
- takes stock of the circumstances of clients (asset size and composition, income, tax and family situation);
- identifies investment objectives, starting points, time horizon, possibilities and risk profile of the clients;
- draw up investment plans for (possible) clients, tailored to the investment policy and the risk profile of the client;
- independently sets up investment portfolios, negotiates conditions and rates within its competence, concludes agreements, monitors positions taken;
- be able to apply common performance measures and risk models to the managed portfolios;
- informs himself, where appropriate, of the reliability of unknown banks, commission agents, brokers, etc.;
- can apply the legal framework and (tax) regulations adequately and quickly in the varied and sometimes exceptional situations that may arise in daily practice;
- can translate 'duty of care' into daily practice.

## Knowledge requirements

### The asset manager

- has knowledge of products (financial instruments) and their characteristics, options and futures market;
- knows the value of these products plus the factors that express and influence them; knows the basic principles of 'fundamental analysis' and 'technical analysis';
- knows quantitative methods and techniques;
- is familiar with portfolio theories;
- knows the market organization, the organization of trade and channels through which transactions are concluded;
- knows how transactions are administered, guaranteed and settled;

- broadly knows the macroeconomic variables that affect trading in securities, options and futures;
- assess developments in international and financial markets;
- may weigh variables, including in view of current events, in relation to the portfolios it manages;
- assesses reports from investment analysts and/or independent bodies on the basis of financial ratios;
- knows the risks of the various investment options for the long and short term;
- knows the coverage instruments;
- can estimate the value of the positions in a substantiated manner in the event of changed market conditions;
- is familiar with common performance measures;
- has knowledge of methods and models for drawing up investment strategies for the various client groups;
- knows how investment portfolios are administered;
- knows parties in the market;
- knows which actions are prohibited by law or code of conduct and why;
- knows the trading rules of the exchange on which it operates and can indicate when data is out-of-regulation;
- is aware of tax regulations;
- knows what 'duty of care' means in relation to current practice.

Our personnel policy is aimed at binding the professional and enterprising employees to Lunar for a long time by creating optimal conditions in an environment in which someone can fully develop themselves. The combination of responsibility and challenge in conjunction with a good financial reward, which is largely determined by one's own success, is the basis for every employee within our team.

We would like to invite you for an introductory meeting so you can get acquainted with us and our way of work. You can send an email to Josephine Hernandez: [info@lunarasset.com](mailto:info@lunarasset.com) or call +5999 738 3592.

Lunar Asset Management N.V.  
Van Engelenweg 16  
Willemstad, Curacao  
Tel:+ 5999 738 3592  
Website: [www.lunarasset.com](http://www.lunarasset.com)