

Our client is a Swiss multinational private bank founded and based in Switzerland, they are one of the top PB with global branch.

Requirements

- Develop and execute an individual business plan to achieve client acquisition, business referral and establish a book of new business
- Manage a client base of high net worth individuals to achieve business penetration and portfolio growth
- Work within a collaborative environment to deliver the most appropriate products and services integrating investment consultants and other business partners
- Provide advise-based solutions that solidify long term relationships, while exploring and capturing additional business opportunities
- Ensures that all work activities are adhered to compliance requirements as defined in company policies and procedures and local regulatory standards

Responsibilities

- University graduate, and additional professional qualifications in Finance or Investment discipline will be a plus
- Solid working experience in serving HNW clients
- Strong negotiation, credit, communications, organizational, analytical, customer service and problem-solving skills
- Possesses consultative selling skills, robust business development and prospecting skills
- Strong proactive networking, client following ability and aspired in building long term partnership
- Strong knowledge of investment products, financial industry topics, trends and related issues, and ability to articulate and be conversant in all aspects of business offerings
- Ability to manage client book in a compliant manner