

# Opportunity



**Position:** Head - Fixed Income Advisory

**Location:** Dubai

**Ref:** DA423

For our client, a respected international private bank, we are looking for an experienced financial professional to head up the Fixed Income Advisory team and be the FI expert in the MEA region. The role, based in Dubai, would involve working with RM's and providing advice to clients based on their portfolio construction. As well as providing advisory expertise you will also support the development of products compliant to Sharia Islamic law.

## Role

Your key responsibilities will include:

- Support the Relationship managers as the Fixed Income expert in the MEA region
- Provide coverage to the bond secondary market
- Co-ordinating the trading desk and working with other global counterparts
- Provide recommendations to clients on portfolio construction
- Develop a direct client coverage model which can be delivered to key clients of the bank
- Support the development of products in accordance to Sharia Islamic Law

## Requirements

- Degree educated – preferably economics, mathematics or finance
- Proven expertise with Fixed Income products ideally with Sukuk bond market knowledge
- Experience in an advisory capacity working with private clients
- Strong marketing and sales skills
- Comfortable with complex deal structure and being able to communicate these clearly to a range of clients in MEA
- Fluent English; Arabic/Urdu Hindi would be an advantage
- Able to work effectively in a team
- Some travel required

This could be **your** next, exciting career move. Initiate contact with Chandler Robinson at DART by sending your current CV to [info@dartexec.com](mailto:info@dartexec.com) or calling us on +41 44 215 1080.