

Opportunity



Position: Front Office Relationship Manager - Swiss Clients

Location: Zürich

Ref: DA435

Our client, a leading International private bank located in Zürich is looking for an experienced Senior Relationship Manager to work with Family Office clients, providing tailored advice, and actively assessing the market identifying opportunities in order to offer the best service and advice to existing and prospective new clients.

Role

The successful candidate will be responsible for the proactive business development of acquiring new clients, retaining existing ones and increasing the Bank's share of their assets by actively engaging and building levels of trust. You will be working alongside the investment team to develop and manage your client portfolios. As well as client acquisition and retention, the successful candidate will need to consider many of the legal, administrative and regulatory compliance procedures common with in Private Banking today. As a Senior Relationship Manager you will also be expected to be an ambassador for the bank at events and presentations.

Requirements

- 5-7 years of experience in private banking focussed on the Swiss Onshore market, particularly working with Family Offices.
- Strong knowledge of investment products and portfolio management for these clients
- Educated to degree level
- Solution orientated, team player and able to share knowledge easily
- Must be fluent in English and Swiss German, other regional languages such as French/ Italian would be a plus

This could be **your** next, exciting career move. Initiate contact with us by sending your current CV to info@dartexec.com or calling us on +41 44 215 1080.