

# Opportunity



**Position:** Senior Relationship Manager – Southern Asia

**Location:** Zürich

**Ref:** DA436

A new role within an international Private Bank located in Zürich to join a team focussed on this region. You will have significant experience in private banking covering clientele in the South Asia region and be able to develop relationships for the bank increasing the AUM for this region on a very strong platform.

## Role

To develop client relationships with new and existing clients in the Southern Asia region on a flexible platform and able to offer a broad range of banking services. Working closely with the investment team you will be able to develop the portfolios of your clients to meet their wealth management requirements and provide outstanding client servicing. You will be expected to develop a significant book of clients, leveraging your existing network and being able to develop new client relationships in the region. You will also interface with legal and compliance teams within the Groups guidelines and operational procedures.

## Requirements

- Significant experience in managing and developing relationships with UHNWI and HNW clients from the Southern Asia region
- Strong 'hunter' mentality
- Exceptional investment and advisory skills
- An existing client asset book of several hundred million, to show ability to acquire clients
- Strong cultural affinity to the region
- Valid Swiss Work permit or EU passport a must

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