

# Opportunity



**Position:** Hedge Funds Advisory & Sales Middle East

**Location:** Dubai

**Ref:** DA445

This is a new role within an international bank with a strong presence in the Middle East. You will have significant experience in hedge fund sales covering clients in the Middle East and Africa, fluency in Arabic and preferably some experience with Private Clients.

## Role

This is a new role within an internationally recognized bank with a strong presence in the Middle East. You will join a small team that advises private clients (HNW & UHNW) on investments across multiple asset classes, as the Specialist for Hedge Funds and Private Equity investments. Working with the team responsible for Hedge Fund manager sourcing and selection you will work closely with clients to structure their alternative asset allocations. Within this position you will also have the freedom to sell and execute Hedge Fund advisory mandates, either on a fully discretionary or advisory basis.

In addition to your specialised advice on and sales of Hedge Funds, you will assist clients in the sourcing of other Private Equity and Real Estate direct investment opportunities in the region, in close cooperation with the respective internal teams.

## Requirements

- Strong advisory and sales skills, a passion for deal-making
- Strong technical skills (CFA, CAIA, AZEK, MBA strong advantage)
- Fluency in Arabic and English are a must
- At least 7 years' experience in Hedge Fund advisory/sales
- Experience in advising clients in the Middle East, preferably also UHNW / Family Offices
- Experience with advisory mandates
- Good knowledge of Real Estate and / or Private Equity investments (either funds or direct investments)

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.