

Our client is a successful, mid-sized Swiss banking group focusing on high-end private banking and asset management. This family-led private bank with a long-term focus and high entrepreneurial spirit has a clear international growth strategy focusing on Switzerland, Europe, Africa and Latin America. The bank's investment style is based on active management, risk reduction and is also performance-driven. Our client challenges the status quo, is innovative, an entrepreneur, strives for excellence and operates with great passion.

Compared to other banks, our client has searched for fitting strategic answers in this time of change in the Private Banking sector. In future, this will include a holistic philosophy of leadership, which among other amendments will not only have the customer as focal point but also the employees. In other words, the bank is searching for employees who want to focus on the sustainability of their activities both internally and externally.

Senior Private Bankers (Switzerland or other European Countries)

Manage and develop private clients (Switzerland or European Country), following specific development and priority targets to reach key performance indicators.

Your key responsibilities:

- Develop a client book to best match the clients' product requirements and service needs.
- Organize and develop client pipeline.
- Establish mutually beneficial long-term relationships with clients.
- Keep accurate, up-to-date client investment profiles using internal tools.
- Achieve quantitative and qualitative goals.
- Understand internal product offerings (both WM and AM) and ability to pitch solutions to clients. Select advisory, discretionary processes and agreements designed to meet the clients' needs.
- Successful client retention.
- Comply with all regulations, policies and standards, contributing to an effective risk culture.

Your profile:

- Knowledge of financial markets, products and assigned region.
- Min. 5 years of experience in a similar role.
- Bachelor / Master degree and/or other degrees (CFA, etc.).
- Outstanding interpersonal and negotiation skills.
- Marketing abilities.
- Pragmatic, autonomous, discrete.
- Passionate and committed, with high personal integrity.
- Entrepreneurial nature and ability to challenge the status quo.
- Proficient in all common IT applications.
- Fluent in English. German, French or any other language is a strong asset.

Future aspects:

If you are passionate about an environment, which permits an entrepreneurial approach and you want to develop further, this is what you will find at our client's. Your personal success in this privately held bank can also be rewarded with a participation of the company.

If this position is of interest to you, send your complete application to: recruitment@schnopp.ch
For more information contact Michael Schnopp: +41 (0)43 888 38 38.