



Wealth Management company based in Liechtenstein with European passport, part of a group founded in 2000, with an open architecture approach to wealth management - providing truly tailor-made solutions to their clients, is seeking a :

### **RELATIONSHIP MANAGER HNWI**

#### **Your function**

Are you a dynamic relationship manager who delivers an exceptional client experience? Do you have a proven track record in relationship management and selling? We are looking for someone who can help us:

- Implement a quantitative prospect development plan with measurable immediate action
- Grow market network through your own contact and referrals and mapping new prospects based on solid knowledge
- Provide high-quality investment options for clients
- Make sure clients are managed in a manner that contributes to an effective risk culture within our company.

#### **Your profil**

- European Market Specialist
- Able to acquire new HNWI clients and business opportunities through cross-selling, referral and personal business connections
- Expert level knowledge of financial markets and investment and the regulatory framework
- Secure opportunities and lead presentations to both existing and potential clients
- Monitor clients' portfolio and provide timely update to clients as appropriate
- Perform regular reviews with clients to re-assess client's risk profile, wealth management needs and other customer details
- Providing tailored asset management services, whilst addressing all HNWI clients' needs on the flexible platform of an independent asset manager
- Ensuring that all internal and external policies in regard to KYC/CDD and Money Laundering are adhered to
- Excellent selling, relationship building and interpersonal skills
- Strong presentation & communication skills
- Language requirements: fluent in English is mandatory, Fluency in any other languages, such as German, French and/or Italian, would be a distinct advantage
- Swiss nationality or B/C Permit

#### **Join us**

We're collaborative and friendly group of people. Having a diverse, inclusive and respectful workplace is important for us. And we support your career development and work -life balance. If this sounds interesting, apply now.