

# Senior Relationship Manager

You will be responsible for acquiring, building and maintaining relationships with existing and new clients and intermediaries from your selected market. The position is based in Luxembourg and you will report to the Head of Northern Europe or the Head of Southern & Western Europe.

## What will you do?

- Actively identify and acquire Very High or High Net Worth Clients, within your target market
- Establish a referral network and coordinate client events to generate new prospects
- Serve as a trusted advisor and maintain full understanding of client goals and risk tolerance to ensure your clients are always best served
- Detect client needs, preference and develop tailored solutions within the full offering of the bank
- Keep abreast of developments in financial markets and make sure the bank's investment strategy is properly implemented
- Encourage team members to work together to deepen client relationships and exceed sales goals
- Contribute to the development of profitability and the evolution of your bank's value proposition

## What we need?

### You have:

- **Significant experience** in Private Banking (5+ years) working with Very High or High Net Worth Individuals and families or related fields within financial services
- A solid **network** of clients, prospects and intermediaries
- Proven **sales success**, including prospecting, profiling, overcoming objections, negotiating, team selling approach, closing the sale and asking for referrals
- **Experience** or **demonstrated understanding** of investments, banking and trust concepts including, but not limited to, asset allocation on structured portfolios, managed portfolios, portfolio reviews, deposit and loan solutions and basic trust and estate products
- A relevant **University background**, CFA or a Charter in Wealth Management is considered a plus
- A high level of **integrity and ethics**.

### You are:

- Fluent in **English** + any other language covered by the market
- Strongly **client** and **result** oriented, with the ability to build **sustainable relationships**
- You are a **team** player, but you are autonomous and pro-active
- Willing and able to **travel**

To apply, please contact:



**Patrick Lhuillier**

Human Resources Business Partner

