



BiermannPartners AG

Our core competence lies in the worldwide identification, direct address and evaluation of executives and specialists in banking. Thanks to the very close contact to executives and strategic decision-makers, we generate unknown possibilities and ideas consecutively. During the selection process of the best associates possible, we set ourselves apart from our contestants with new ways and define ourselves through confidence, reliability, teamwork and flexibility. We are executive search consultants – but we even more see ourselves as “information managers”.

Senior Relationship Manager Private Banker Eastern Europe, Zurich

Company

Our Client is a global operating universal bank with a well positioned subsidiary in Switzerland, who is looking for a Senior Relationship Manager for the region of Eastern Europe especially Russia. The bank’s intention is to develop long-term partnerships with their clients based on mutual trust. Zurich would be the work location with an open door working environment and a high degree of mobility.

Tasks

The main mission for the tendered position would be to acquire new clients, retain existing ones and increase bank’s share of their assets. To achieve this, tasks like a continuous market analysis, client acquisition, identification of needs, tailoring bank’s services and participation in PR and other marketing activities for new clients have to be accomplished. The responsibility includes the development of a client base dedicated geographical area and all tasks hereunder.

Required Profile

The position requires at least ten years experience in the wealth management business (private banking) and in the Russian market. Technical skills include the knowledge in Russian (mother tongue), English (requested) and German (additional asset) language. On the other side you should be proficient in MS applications. A higher focus lies on personal skills. You should have good cultural competences, a strong knowledge of dedicated region (legal, political and economic situation) and interpersonal/social skills. Furthermore a strong product knowledge is expected as well as service, communication and presentation skills focusing strongly on the client.

Contact

If this job description suits to you, we are looking forward to get to know you personally. You can send your application dossier to simon.jaenicke@biermann-partners.ch. For any further questions, please do not hesitate contacting us on + 41 44 213 6225.