



**Contact** **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**

**Company** For our client, a global leading Investment Bank we are looking for a Senior Relationship Manager (SRM) to cover its Swiss institutional clients globally. The SRM acts as the senior relationship point for the products and services of our client. In coordination with the Swiss Sales and IBD teams, the Senior Relationship Manager will be responsible for developing and maintaining senior relationships with the aim of identifying business opportunities and maximising revenues. The Senior Relationship Manager will work closely with the Swiss Sales/IBD teams and will report to the Managing Director, Senior Relationship Management Europe. Zurich would be the work location .

**Tasks** In the tendered position you will become an essential partner in the development and maintenance of our clients' "Premier" relationships with banks, insurance companies, asset managers, hedge funds and pension funds in Switzerland with the objective of maximizing revenues with those relationships;

- map clients' formal and informal organization, identify business opportunities
- work with the Sales, IBD and product teams to design and implement strategic plans for business development
- explore and identify cross-sell opportunities across capital markets and investment banking
- develop strong working partnerships across all the functional areas within the clients' Group



**Required Profile**

The position requires a University degree or a comparable professional qualification. Solid working knowledge of Capital Market Products (Rates, FX, Credit, Equity, Derivatives, Structured Solutions) with knowledge of Investment Banking (ECM, DCM, M&A) are a plus. You should bring good knowledge of and relevant experience in the Swiss institutional clients base as well as strong relationships with relevant network of senior professionals/CIOs/CEOs among the Swiss financial institutions. Technical skills include strong client presentation, communication and influencing skills and a proven ability to build strong professional relationships and to cross and bridge different regional, organisational and business cultures. It is demanded that you are able to travel as required and speak English and German.

**Contact**

If this job description suits you, we are looking forward to get to know you personally. You can send your application dossier to [bewerbungen@biermann-partners.ch](mailto:bewerbungen@biermann-partners.ch). For any further questions, please do not hesitate contacting us on +41 44 213 62 20.