SENIOR RELATIONSHIP MANAGERS covering:

- **Turkey, Eastern Europe and Central Asia**
- **Middle East and Levant region**
- **African continent**
- **Mediterranean Europe region**

Location: Geneva | Start date: Immediate | Activity rate: 100%

About BCP

Established in 1963 as a Swiss Bank, BCP segments its activities into two well-established core businesses: Commodity Trade Finance and Wealth Management. These are reinforced by our expert Treasury services. BCP enjoys a solid reputation as a high-quality service provider in all of its Banking fields. Founded under Swiss Banking Law and Regulations, BCP is supervised by FINMA, the Swiss financial markets supervisory authority. Headquartered in Geneva, BCP also operates a branch in Luxembourg and a representative office in Dubai DIFC. More information can be found at https://www.bcp.bank/en

About the role

The position will be based in Geneva, Switzerland and will require frequent travels with the aim of enlarging clients' basis. The ideal candidate should have good knowledge and understand of wealth management landscape and the ability to develop strong lasting business opportunities.

Key responsibilities

- Contribute to the growth targets by building long-term client relationships.
- Identify and target potential new business opportunities within the market.
- Serve the portfolio of clients and provide trusted advice in collaboration with Investment Advisors and Asset Managers.
- Maintain regular and professional contacts with clients.
- Work closely with Head Office to deliver cross-selling opportunities.
- Comply with all regulatory local standards and contribute to an effective risk culture.

Your profile

- Advanced degree in Finance, Economics, Business Management or related field.
- Proven track record in acquisition and development of Wealth Management clients bringing with you at least eight years of experience in a similar role.
- Prior experience in a Swiss bank.
- CFA, CAIA, SAQ Wealth Management certification would be an asset.
- Existing network in the region covered and ability to exploit this acquisition's potential in an efficient and sustainable manner.
- Excellent knowledge of financial products and financial markets (securities, forex, interest rates and other financial products).
- Excellent ability to understand and master the various investment profiles proposed by the Bank to its clients in the field of discretionary management.
- Experience in dealing with high net worth individuals, family offices and financial professionals.
- Good marketing and selling skills and determination to keep on growing own portfolio of clientele.
- Risk awareness and high level of ethics.
- Strong communication skills with excellent presentation.
- Strong persuasion skills and resistance to clients' pressure.
- Team oriented and ability to work independently.
- Fluent written/spoken English and in the language of the area covered (French a plus).

What we offer

- A dynamic and multicultural work environment.
- An inclusive culture where empowerment and creativity are encouraged.
- A competitive compensation package.
- Work from home (one day per week).

Application process

Please submit your complete application file, including your **cover letter, CV, work certificates, and diplomas**.

Response timeframe

If you do not receive a response from us within **three weeks**, please consider that your application was not selected for this position. We appreciate your understanding.

Privacy notice

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