

**Position:** Senior Relationship Manager / Team Head UK / Nordics  
**Location:** Zurich  
**Ref:** DA1407

Our client, a family-owned global bank is looking to hire a highly experienced Senior Relationship Manager / potential Team Head to focus on UK/Nordics HNW/UHNW individuals and lead a team of relationship managers in Zurich. As part of the senior team, you will be involved in significant strategic and operational discussion with the objective of greater efficiency and consistency of, and extension, the private client service offering.

**Responsibilities:**

- The successful candidate will be responsible for further growing his/her existing client book
- Close collaboration with the colleagues to successfully develop and expand the Bank's UK/Nordics business
- Provide proactive advice on investment, banking, and wealth planning solutions for the core clientele
- Responsibility for building lasting and trustful relationships to the clientele
- Managing a team of relationship managers and work closely with the other colleagues, as well as external partners (such as custodian banks) to ensure the proposed solutions maximize the client's needs, and goals and objectives

**Essential Experience:**

- Track-record in wealth management; at least 8+ years of working experience as a Relationship Manager covering HNW and UHNW clients with focus on UK and/or Nordics
- Confidence to execute a business plan of existing clients and prospects
- Demonstrating network (across the respective region), that can be activated and leveraged.
- Strategic understanding of wealth management and solid know-how of client needs as well as regulatory challenges impacting the industry
- Experience in managing people and ability to pull or attract other Relationship Managers

**Desirable Experience:**

- Hunter mentality; Relationship Manager with business-acumen and a passion for growing businesses by acquiring new clients
- Driven self-starter who enjoys working in dynamic and entrepreneurial environments and with a strong ability to work independently
- Impeccable presentation and communications skills
- Team-player with excellent communication skills
- Dedicated problem solver with analytical skills and an entrepreneurial approach
- Fluency in the language of the target client market

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