

**Position:** Senior Partner – Client Relationship Manager Ultra

**Location:** Geneva / Zurich

**Ref:** DA1442

Our client, an established External Asset Manager with offices in Dubai, London and Switzerland, is looking to hire a highly experienced Senior Partner to strengthen their Switzerland presence and support entrepreneurs, families, and institutional clients to protect and grow their wealth. As part of the senior team, the Senior Partner is an expert in providing UHNW clients and families and institutional clients with tailor made Wealth Management, Corporate and Private Markets solutions. You will work closely with a young, forward-thinking team and have the following responsibilities:

#### Role

- The successful candidate will be responsible for further growing his/her existing client book
- Close collaboration with colleagues to successfully develop and expand the firm's wealth management business
- Provide proactive advice on Wealth Management, Corporate and Private Markets solutions for UHNWI & families and/or institutional clients
- Responsibility for building lasting and trustful relationships to the clientele
- Work closely with the other colleagues, as well as external partners to ensure the proposed solutions maximize the client's needs, goals, and objectives

#### Requirements

- Track-record in wealth management; at least 8+ years of working experience as a Relationship Manager covering UHNW clients
- Confidence to execute a business plan of existing clients and prospects
- Demonstrated network that can be activated and leveraged
- Strategic understanding of 2.0 wealth management and solid know-how of client needs as well as regulatory challenges impacting the industry

#### Desired Experience

- 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 and looking to join a young and driven environment
- Dedicated problem solver with analytical skills and an entrepreneurial approach
- Strong investment skills, able to independently advise clients on investment solutions and identify opportunities based on clients' investment risk profile

*This could be your next, exciting career move. Get in touch with us by sending your current CV to [info@dartexec.com](mailto:info@dartexec.com) or calling us on +41 44 215 10 80.*