

For our client, a first quality Swiss private bank, based in Geneva, Zürich and several places in the world, we are looking for the

Head of Middle East

Covering GCC markets, position based in Geneva, team welcomed

Responsibilities

- Manage and develop a team of Private Bankers dedicated to Middle-East markets
- Build trust and develop a specific relationship with each client, based on rigorous ethics
- Ensure that the proposed products and services maximize the clients' needs, goals and objectives
- Develop your own book of business consisting of High Net Worth private clients, multi-family offices or institutional clients based in the Middle-East
- Define and execute a business plan based on the team's clientele and network of relations

Our client offers

- The opportunity to join one of the most reputed Swiss bank, proposing private services
- A stable organisation, with long term view and an excellent brand
- A people-oriented environment
- An outstanding location downtown Geneva
- Excellent working conditions and package

Your profile

- Currently in place within a bank, an EAM, a multi-family office or a financial institute, and interested in joining a first-quality Swiss Bank in order to offer durability, quality and stability to your clients
- At least 10 years of successful experience in Private Banking working with High Net individuals, families or financial institutions
- Senior Private banker with strong relationship management and advanced knowledge of your market and clients, specialized in the GCC region
- Very good knowledge of products, services and financial markets
- Entrepreneurial spirit
- Swiss National or valid C Permit
- Teams specialized on specific markets are welcomed.

Please contact or address your application to:

Michel Roche
ESA Partners
8 rue du Conseil-Général
CH-1205 Genève
Tél. 022 322 13 54

michel.roche@esa-partners.com

ESA Partners is a Swiss firm, based in Geneva, active in executive & talent search for banks and financial institutions.