



BANQUE DE COMMERCE ET DE PLACEMENTS

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 branches in Luxembourg and Dubai. More information can be found at [www.bcp-bank.com](http://www.bcp-bank.com).

To strengthen our **Wealth Management** department, we are currently looking for a

## **SENIOR RELATIONSHIP MANAGER - GROUP HEAD**

### **PURPOSE OF THE ROLE:**

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- Supervise the operational execution of a group of Relationship Managers, allocate the group's yearly objectives and assess the performance.
- Manage and develop a portfolio of clients located in **Turkey, Russia and Central Asia**.
- Work on identifying and securing new business opportunities and increasing the Bank's portfolio.
- Propose to the existing clients, new services and products according to their investment profile.
- Conduct comprehensive client analysis to identify business needs and convert client analysis into concrete financial solutions and acquisition of new clients.
- Work closely with other departments for a cross-sell strategy.
- Assume daily management and follow-up of the assigned client portfolio.
- Follow the general profitability of the customers with a focus to optimize the revenues generated.
- Prepare the Credit Approval Forms (CAFs) for existing and new customers.
- Service the Independent Asset Managers ("IAMs") assigned to him/her and develop the relationship with the business introducers.
- Monitor the activity of the accounts managed by the IAMs.

### **REQUIREMENTS**

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- University degree in Finance or qualification considered equivalent.
- At least **10 years** of experience in a similar position in a Wealth Management department in a bank in Switzerland.
- Thorough knowledge of "Swiss" Wealth Management rules and regulations.
- Proven management skills.
- Good knowledge of financial markets (securities, forex, interest rates and other financial products).
- Very good understanding of bank operations, procedures and internal control.
- Excellent knowledge of target markets, including financial habits and preferences of the high net worth clients and the cross-border rules and regulations governing the provision of financial services to the client in those markets (including a good knowledge of the tax system of the countries concerned).
- Strong marketing and selling skills. Ability to persuade and to resist to clients' pressure.
- Aware of the changing and demanding compliance context
- Good knowledge of Reuters, Telekurs and/or Bloomberg.
- Fluent written/spoken English and **Turkish** (French a plus)
- Ready to travel on a regular basis when needed.
- High level of ethics
- **Resident in Switzerland**

### **OTHER**

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- Location: Geneva
- Activity rate: 100%

Please send your complete application file (**cover letter, CV, work certificates and diplomas**).

*Please kindly note that with no answer from us within 3 weeks, you can consider that your candidacy was not selected for this position.*

*Thank you for your understanding.*