



Mirabaud is an international banking group that provides a clientele of private and institutional investors, companies and finance professionals with highly customised investment, private banking and asset management services.

Headquartered in Geneva, Mirabaud has evolved steadily over the years and now employs over 700 staff who, through their experience and expertise, perpetuate the entrepreneurial spirit that has guided the bank since its foundation in 1819. The Group now conducts its **Wealth Management, Asset Management and Securities** businesses in the main financial centres around the globe and has offices in Switzerland, the UK, Luxembourg, France, Spain, Italy, Canada, the United Arab Emirates, Brazil and Uruguay.

Our WM Independent AM team within our Wealth Management department in Zurich is looking to add:

Relationship Manager EAM

Main Responsibilities:

- Maintain and develop a book of EAMs : ensure AuM and revenues growth through service optimization and product cross-selling;
- Ensure sustainable growth and revenues of the book by deep knowledge of the EAM's inner circle and next gen.;
- Maintain Team Head / Market Head informed on all details of the book and EAMs market practices.
- Understand and promote Group offering;
- Maintain and update knowledge of Group's product and investment services;
- Ensure day to day operations on entire products and service for assigned EAM;
- Apply First line of defense between EAM & Bank, supervision of clients' accounts openings;
- Supervise bank operations (back and middle office) and problem resolution;
- Conduct annual reviews of EAMs.

Candidate's Profile:

- Financial education completed with a SAQ / CWMA or equivalent diploma.
- Proven track record in mastering EAMs relationships and deep understanding of banking operations and investment products;
- Deep understanding and practice of EAM business and its regulations;
- Deep knowledge or regulatory and compliance related topics; proven ability to keep administrative requirements under control;
- Organizational skills, solution and client oriented, able to work under pressure, team player, communicative, building and leading relationships with EAMs, pro-active and self-motivated.



Mirabaud Group is an Equal Opportunity Employer.

If you are interested in this role, please send your application via email to the following address:

recrutement@mirabaud.com

If you would like to **pursue a career within the Mirabaud Group**, please send us your CV to the same email address.

Notes:

Please be aware that Introductions from recruitment agencies will not be considered.
Only candidates with a suitable profile will receive a response.