

SVP/VP, RELATIONSHIP MANAGER – WEALTH MANAGEMENT

- RM from Retail Banking, Corporate Banking, Private banking or securities highly welcomed
- Provide Client solutions including Equities, funds, bonds, structured products, Insurance
- Highly Attractive Package & Friendly working culture

Our client is a leading securities firm with a strong presence in APAC areas. Due to business expansion, they are currently looking for a Relationship Manager to join their team in Hong Kong.

Reporting to the Department Head, you will be responsible for proactively managing and developing relationships with potential HNW clients in Greater China to build up AUM and continuously generate revenues through offering a variety of financial services such as Funds, Equities, Bonds, Structured Products, Insurance etc, and you should fully understand the client needs and objectives. Manage and monitor client accounts on an ongoing basis in order to understand changing investment needs and objectives and to coordinate portfolio solutions based on their risk tolerance and investment preference.

To be considered, you should have 5 years of experience managing or building up a wide and solid client network in Greater China with proven track record. Qualifications under SFC for marketing investment products will be a plus. You should have good knowledge of financial products and market updates. Excellent communication and interpersonal skills are

required. Excellent verbal and written communication skills in Chinese and English are a must. Less experienced candidates can be considered as Manager or Senior Manager. Team movements are also highly welcomed.

To apply for this job

Contact: **Chloe** quoting job ref: JobsDB-1544

Telephone: 852 – 2525 8820

Email: cmiao@valuesearchasia.com

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