



Joining Mirabaud, means entering an entrepreneurial and innovative environment. With the 7th generation of the Mirabaud family working within the bank, the culture is that of a family business. With over 750 employees based in 10 countries worldwide, Mirabaud offers opportunities to develop one's career across an international network of 16 offices.

Senior Relationship Manager – EU

Luxembourg

A day in your future job:

- Proactively create a portfolio of self-acquired Clients with focus on European Markets;
- Monitor your pipeline according to the objectives (individual & team);
- Create and build a trust-based relationship with the clients through regular and personalized contacts;
- Proactively promote the Bank's wealth management services and tailor-made investment solutions to clients;
- Develop and lead a network of professional and personal contacts, in particular with family offices and other B2B institutional partners;
- Respond to all client needs in a timely and professional manner. Ascertain and assess the client's financial situation and overall objectives with the support of the Local Head of Wealth Management;
- Provide general wealth management services to the clients, namely by formulating integrated solutions (in close relationship with the specialist department such as legal, tax, financial, etc.) based on the client's objectives. Manage client assets in accordance with the investment guidelines and in coordination with the "Investment" department.

Your assets to succeed:

- University degree in Finance, Wealth management or Wealth planning;
- Strong network within your market(s);
- Deep knowledge of private banking services;
- Very good interpersonal skills, expert in creating relationship with prospects with a proven track record; persistent and persuasive;
- Passionate about client service, ability to match client needs with appropriate tailor-made solutions;
- Familiar with the legal & regulatory environment;
- Language skills in line with your market(s);



Jump on the boat!

- Family-friendly and dynamic environment;
- Direct impact on the business, no matter your position or seniority;
- Work in an environment that encourages autonomy and entrepreneurship;
- Flexible working arrangements to help you achieve a better work-life balance;
- Variety of cultural and sporting activities during your free time;
- Inclusion and equal treatment;
- Various employee benefits & family friendly benefits.

Apply now: recrutement@mirabaud.com

Notes:

- *Only candidates selected for an interview will be contacted. Many thanks for your understanding.*
- *We will not accept any CVs from agencies.*