

Chief Principal Officer Jobs In Ajman | Carret

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Location: ajman

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About the job

We are currently seeking a highly experienced and motivated individual to join us as Chief Principal Officer at Carret. As a key member of our core team, the Chief Principal Officer will be responsible for spearheading the scaling of our Private Client vertical, focusing on establishing and nurturing client relationships within the HNIs/CXOs/Family offices in Middle East. This role demands someone with strong entrepreneurial zeal, a strategic approach, and the ability to independently drive growth. As a core team member, the candidate will be rewarded with highly competitive equity in addition to the cash component. This provides an opportunity for the Chief Principal Officer to become a significant stakeholder in our company's success.

Requirement

Acquiring & on-boarding new HNI & UHNI clients with understanding and recommending wealth management products enhancements

Formulate outbound and inbound sales plans to acquire new HNI customers for increasing the customer base of the portfolio

Monitor and address HNI client's investment requirements

Focus on business development across liabilities, assets & fees to sustain and achieve growth in relationship value, revenues & improved client stickiness

Ensuring a need-based product approach toward clients

Conduct risk profiling of all mapped clients for better advisory on investment needs.

Hire and build a team that can effectively execute Carret's vision and strategy

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