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Private Banking Acquisition Manager | McGregor Boyall Dubai

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Company: McGregor Boyall

Location: Dubai

Category: sales-and-related

Private Banking Acquisition Manager | McGregor Boyall Dubai

McGregor Boyall is a privately owned global recruitment consultancy founded in 1987. We are headquartered in the City of London, with additional offices covering the UK & Europe, the Middle East and North America.

As a Private Banking Acquisition Manager, your role is to continually develop the bank's market share of the Private Banking segment by presenting relevant products to new and existing HNW clients across the region.

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To achieve this purpose, you will:

Continually seek out relevant potential clients across the UAE and wider GCC markets through frequent travel to KSA, Bahrain, Kuwait, Qatar & Oman.

Support the growth of bank's Wealth revenues across our UAE, KSA, London, and Singapore platforms through the selling of offshore accounts.

Onboard clients directly to PB, complete the onboarding process smoothly, make sure initial funding, AUM transfer, etc.

Maintain the relationship for up to 6 months to deepen and grow the client's portfolio of products, such as CASA, FD, Mortgage, Lombard Lending, Investment AUM, etc., with a target value of USD 3 Million plus.

Smooth handover of relationship to a PB RM and work closely with them as and when required.

Continually seek out opportunities to upsell PB products and packages to existing bank

customers within PB sector.

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