

United Arab Emirates Jobs Expertini®

Relationship Manager- Private Banking

[Apply Now](#)

Company: Abu Dhabi Islamic Bank PJSC

Location: united arab emirates

Category: other-general

Role : Relationship Manager- Private Banking Location : Abu Dhabi

Role Purpose:

Private banking RM will manage and develop HNWI client portfolio aiming to strongly grow and expand (locally/regionally) the relationship to maintain their satisfaction and increase profitability & return on portfolio.

Private banking RM will Identify client needs, liaise & introduce to client relevant ADIB experts/specialists with the ability to spot opportunities to offer the world class service standards.

Key Accountabilities of the role

Responsible to manage 40 to 50 HNWI/Business owner's acct/relationships with a dedicated day-to-day service and support for private Banking clients.

Initiate, acquire and maintain relationships by acting as the first point of contact to identify & handle client (individual/family) banking ft financial service needs

Work closely with internal partners/banking professionals to deliver the best-in class products and services to clients in a timely manner.

Responsible for client portfolio performance to grow liabilities, financing and investment/ AuMs in addition to ensure increase return on portfolio and achieve the set revenue targets.

Fulfills the essential functions of a Private Client liaison, coordinating with other

departments on client onboarding documents, transfers and client meetings

Develop relationships with a range of clients, ensuring they receive the highest levels of service, and financial solutions that are innovative and world-class.

To ensure that client onboarding documentation/profiling required operating the account is obtained & client files are always complete.

To call on the clients assigned to them regularly (min. once a quarter) and to document the call by preparing relevant call reports.

To ensure that all control, operational and audit issues relating to Private Banking activities are properly applied and to liaise closely with other departments to achieve adherence to policies, audit and control procedures.

To maintain awareness of latest Private Banking products and developments/update of the market(s) performance.

Act as first line of defense while facing client to ensure compliance with banking regulations , ADIB policies/procedures & AML/governance guidelines

Take reasonable steps to seek from the client appropriate and available information regarding the client's financial situation, Investment product experience to be appropriate product offering matching with client's risk profile & financial needs.

Specialist Skills / Technical Knowledge Required for this role:

Minimum 6-7 years' experience preferably in private banking relationship management and wealth management/investment product sales.

Bachelor's degree with MBA is required, or equivalent work experience with investment and credit certifications.

Good knowledge of legal/Sharia issues related to credit & Strong networking and business development skills.

Strong knowledge & demonstrated ability to sell private banking products, wealth management & investment products.

Ability to relate to different markets, understand the risks and analyze different types of investment. Client centric approach, quality orientation and problem-solving skills.

Sales oriented with the ability of prospecting, persuasion, handling objections and communication with client.

Team player, organized & efficient with client centric approach, quality orientation and

problem-solving skills.

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. Relationship Manager- Private Banking [AdminjobsJobs united arab emirates Adminjobs](#)
2. Relationship Manager- Private Banking [Interiordesignjobs Jobs united arab emirates Interiordesignjobs](#)
3. Relationship Manager- Private Banking [Caregiverjobs Jobs united arab emirates Caregiverjobs](#)
4. Relationship Manager- Private Banking [UkjobopportunitiesJobs united arab emirates Ukjobopportunities](#)
5. Relationship Manager- Private Banking [HybridjobsJobs united arab emirates Hybridjobs](#)
6. Relationship Manager- Private Banking [Jobsearchnews Jobs united arab emirates Jobsearchnews](#)
7. Relationship Manager- Private Banking [CeojobsJobs united arab emiratesCeojobs](#)
8. Relationship Manager- Private Banking [InstallationjobsJobs united arab emirates Installationjobs](#)
9. Relationship Manager- Private Banking [PlumberjobsJobs united arab emirates Plumberjobs](#)
10. Relationship Manager- Private Banking [Newsjobs Jobs united arab emirates Newsjobs](#)
11. Relationship Manager- Private Banking [Viennajobs Jobs united arab emirates Viennajobs](#)
12. Relationship Manager- Private Banking [Jeddahjobs Jobs united arab emirates Jeddahjobs](#)

13. Relationship Manager- Private Banking Bahrainjobs Jobs united arab emirates Bahrainjobs ↗
14. Relationship Manager- Private Banking RomaniaajobsJobs united arab emirates Romaniaajobs↗
15. Relationship Manager- Private Banking Newyorkcityjobs Jobs united arab emirates Newyorkcityjobs ↗
16. Relationship Manager- Private Banking MadinahjobsJobs united arab emirates Madinahjobs↗
17. Relationship Manager- Private Banking ContractjobsJobs united arab emirates Contractjobs↗
18. Relationship Manager- Private Banking Usajobsfinder Jobs united arab emirates Usajobsfinder ↗
19. Relationship manager- private banking Jobs United arab emirates ↗
20. AMP Version of Relationship manager- private banking ↗
21. Relationship manager- private banking United arab emirates Jobs ↗
22. Relationship manager- private banking Jobs United arab emirates ↗
23. Relationship manager- private banking Job Search ↗
24. Relationship manager- private banking Search ↗
25. Relationship manager- private banking Find Jobs ↗

Source<https://ae.expertini.com/jobs/job/relationship-manager-private-banking-united-arab-emirates-abu-dhabi-islamic-ba-1968-29431/>

Generated on: 2024-05-01 by Expertini.Com