

PERFORMANCE
CONSULTANT SA

Conseil en ressources humaines

Senior Private Banker - Islamic Finance

Our client:

A top tier domestic private bank specialized in the MENA regions

Role & Responsibilities:

- Act as the single point of contact for all services all needs/ queries pertaining to HNW customers
- **Ensure processes are in place for launch of new Islamic products** tailored for the HNW customer segment, including the smooth launch of the same
- Build and maintain strong and effective relationship with all other related departments and units to ensure priority processing and resolution of the needs/ queries of such customers including any related operational issues and thereby facilitate achievement of the Group's goals/ objectives
- Provide timely and accurate information to the Compliance function, internal control and management as and when required on the HNW customer base
- Able to work on other projects to improve the quality of the services including other ad-hoc missions requested by the management

Profile:

- **At least 10 Years Private banking experience with a minimum of 7 years' experience in managing accounts/ relationships with HNW customers**
- University graduate with a Master degree is preferred. Postgraduate qualifications should be in a related field such as Islamic Banking, Business, economics, etc.
- Good oral and written communication skills in, English. Arabic and French recommended
- **Well-informed of the market competitive structure, Islamic industry practices** and any regulations for the private banking segment with at least 3 years' experience in local environment. Extensive experience in private banking; the international standards and the GCC and MENA region
- Good understanding of the Islamic type of products and services required and expected by HNW customers, especially in the GCC and MENA region
- **In-depth knowledge of Islamic products, services and delivery channels available to HNW customers**

Required skills:

- Responsible, analytical and motivated individual with the ability to make decisions and follow through with initiatives
- Energetic and responsive to the needs of the customer base and lead the customer focus initiative in the entire department
- Well-developed social graces
- Adaptable and quick-thinking
- Superior people relationship skills and awareness of risk management concept and practices

Contract type: Permanent contract

Rate of activity: 100%

Starting date: ASAP

We guarantee you to handle your application in total confidentiality

Consultant responsable du mandat : Mouhssine Moudrik

Ref : MM669505868