

Senior Relationship Manager

Middle-East & Africa

Location	Dubai
Start date	Immediate
Activity rate	100%
Reporting line	Senior Executive Officer

About BCP

Established in 1963 as a Swiss Bank, BCP segments its activities into two well-established core businesses: Commodity Trade Finance and Wealth Management. These are reinforced by our expert Treasury services. BCP enjoys a solid reputation as a high-quality service provider in all of its banking fields. Founded under Swiss Banking Law and Regulations, BCP is supervised by FINMA, the Swiss financial markets supervisory authority. Headquartered in Geneva, BCP also operates branches in Luxembourg and in Dubai. More information can be found at <https://www.bcp.bank/en>

About the role

The Relationship Manager is responsible for acquiring, developing, and managing relationships with High-Net-Worth (HNW) and Ultra-High-Net-Worth (UHNW) clients, delivering tailored wealth management solutions while contributing to the growth of the Bank's assets under management and revenues.

The Relationship Manager is part of our Dubai Branch and contribute to the growth of our Swiss private banking franchise. From a market coverage perspective, the target countries are mainly focused on UAE-resident clients only, including expats and multinational communities, or on broader GCC market, including Kuwait, Qatar, Saudi Arabia, Oman, Jordan and Egypt.

Key responsibilities

- Identify and acquire new clients across target markets, with a strong focus on asset gathering and revenue generation.
- Develop, manage, and grow a portfolio of HNW and UHNW clients through proactive business development and networking activities.
- Build and maintain trusted long-term relationships with clients, acting as their primary point of contact.
- Deliver comprehensive wealth management advice, including investment solutions, discretionary portfolio management, advisory services, lending, and wealth structuring.
- Collaborate with internal specialists to provide bespoke solutions tailored to clients' financial objectives and risk profiles.
- Monitor financial markets and provide relevant investment insights and recommendations in close collaboration with our Asset Management Team.
- Ensure full compliance with regulatory requirements, internal policies, and KYC/AML standards.
- Work closely with Head Office to deliver cross-selling opportunities.
- Contribute to the strategic growth and visibility of the bank in the region through professional networks and market initiatives.
- Comply with local regulatory standards and the regulatory framework in Banking industry.
- Maintain a strong risk culture and demonstrate sound judgment in all client-related activities.

Your profile

- University degree in Finance and Business Administration, or equivalent.
- Ten years' experience in relationship management or business development in the financial services industry.
- Strong knowledge of investment products, financial markets, and wealth management solutions.
- Entrepreneurial mindset, results-oriented and commercially driven (demonstrated track record in building a substantial self-acquired book of UHNW/HNW clients)



- Experience working within a DIFC-regulated institution would be an asset.
- Professional certifications (CFA, CAIA, SAQ Wealth Management, etc) are considered an asset.
- Proven negotiation skills and experience with ability to have high-stake conversations with C level client counterparts
- Ability to work both independently and within a team.
- Strong persuasion skills and resistance to clients' pressure.
- Fluent in English and Arabic.

What we offer

- A dynamic and multicultural work environment.
- An inclusive culture where empowerment and creativity are encouraged.
- A competitive compensation package.
- Work from home (one day per week).

Application process

Please submit your résumé on [BCP-Bank website](#).

Response timeframe

If you do not receive a response from us within **three weeks**, please consider that your application was not selected for this position. We appreciate your understanding.

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