

Senior Director / Director, Private Banking

Job Description:

- Mainly responsible for the business development of Private Banking channel business.
- Map out the private banking channel global business roadmap with strategic and tactical plans
- Implement business development plan and marketing strategies.
- Maintain good relationship with existing clients and expand the network.
- Conduct market research and other supports to assist the team in business development.
- Conduct regular market outlook and product briefings
- Responsible for organizing any related marketing campaigns
- Involve in due diligence and structuring of fund related activities.
- To meet sales targets assigned

Requirements:

- Degree holder with at least 10 to 15 years' proven fund sales and distribution experience in private banking and fund house.
- Cultivate / originate business and provide world-class client service to our clients.
- Able to conduct client seminars, presentation, and deliver regular sales pitch and briefings to clients
- Responsible for organizing any related marketing campaigns with clients
- Solid knowledge in fund products, and other kinds of investment vehicles.
- Presentable, result-oriented with strong initiative and drive to succeed.
- Some people management experience.
- Excellent communication and interpersonal skills with high level of proficiency in English, Mandarin and Cantonese. High level of confidence as Public speaker for client and distributor's seminars and conferences.

Interested candidates please send your full resume with current and expected salary in MS Word format at career@vp.com.hk. Personal data will be used for recruitment purpose only.

Only shortlisted candidates will be notified.