

Job Title	Relationship Manager
Role	Full Time
Location	Dubai

The Company

Sigma Private Office is a registered trading name of Sigma Capital Partners MENA Ltd who are regulated by the DFSA.

Sigma offers independent and collaborative private wealth solutions, alongside a developed in-house investment offering. This enables us to meet the varying needs of high-net-worth and ultra-high-net-worth individuals, as well as their families, corporates, and trusts.

Thanks to strong relationships and scale, we can provide access to some of the world's best private banks, as well as in-house investment management solutions at more accessible entry points.

Our team are committed to ensuring our clients receive the best possible advice and value, as well as unparalleled levels of service, according to their unique needs. With a team of certified financial planners, wealth management experts, senior investment advisors and strategists, our goal is to build long-term relationships with our clients that are rooted in trust and transparency.

Job Purpose

The Relationship Manager is the main point of contact for their clients. The main responsibility of this role will be to drive the expansion of Sigma's in-house discretionary investment management solutions by working closely with the Portfolio Managers.

Duties & Responsibilities

- Serve as a trusted advisor to clients seeking financial advice.
- Provide investment management solutions to wealthy individuals and families in line with their respective investment objectives, risk appetite and time horizon.
- Identify and pursue prospective clients to increase assets under management.
- Ensure advice is suitable and appropriate.
- Provide clients with timely updates on their investments and financial markets by sharing insights from the Investment Committee.
- Adhere to compliance policies and regulatory requirements.

Skills & Experience

- Minimum of 3-5 years' experience in a relationship manager role advising on discretionary investment management solutions.
- Transferable assets under management of \$50m+.
- Entrepreneurial candidate who can manage and grow their own book.
- Strong knowledge of investment solutions and financial markets.
- Excellent communication and relationship skills.
- Impeccable work ethic and drive to be part of Sigma's continued expansion.
- Able to make positive contributions to the team and company culture.