

Job Title	Senior Private Banker
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.

### Duties & Responsibilities

- Serve as a trusted advisor to high and ultra-high net worth individuals and families seeking financial advice.
- Provide private banking and investment management solutions in line with clients' respective investment objectives, risk appetite and time horizon.
- Strong focus on business development and asset gathering with existing and prospective clients to increase assets under management.
- Develop, manage, and retain client relationships for the long term by adhering to a culture that treats clients fairly.
- Ensure advice is suitable and appropriate.
- Primary focus on Discretionary Portfolio Managed solutions.
- 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.
- Disciplined approach to risk management and AML procedures.

### Skills & Experience

- Minimum of 7+ years' experience in a private banking role at a Tier 1 institution.
- Transferable assets under management of \$50m+.
- Excellent communication and relationship management skills.
- Business development acumen and sales experience.
- Strong knowledge of banking/investment/wealth management solutions and capital markets.
- Impeccable work ethic and drive to be part of Sigma's continued expansion.
- Able to make positive contributions to the team and company culture.

## Compensation

- Competitive salary of AED 65,000 p.m. plus bonus/revenue share.
- Entrepreneurial remuneration model with opportunity for equity stake.
- UAE visa and medical insurance.
- Flexible working environment.