

SBM is a leading financial services group in Mauritius, and is also present in India, Madagascar and Kenya. The Group has a customer base of more than 500,000, providing adapted financial solutions and supported by multi-channel capabilities. The strategy of the Group revolves around modernisation and diversification of its offering, expansion of its markets, and enhancement of capabilities, prominently regarding human capital.

Our employees – currently around 1,800 – are at the heart of our growth strategy. In our quest to be the employer of choice and a reference, we are laying increasing emphasis on developing and nurturing our talent pool. SBM aims to become a reference for creating talent for the world of tomorrow.



Open your door to success by joining us in the following challenging position:

Senior Officer - Private Banking Division

Job Purpose:

Reporting to the Head of Private Banking & Wealth Management, the Senior Officer will be responsible to ensure that the Bank remains focused on this key customer segment in order to attract, retain, build and maintain relationship by setting up and implementing related action plans. The job incumbent will be involved in the planning and coordination of all strategic and tactical initiatives related to this customer segment in terms of customer value proposition and management with focus on investment products and services.

Key Responsibilities:

- Supervise and support a Team of Private Bankers (PB), PB Support and Operations Support Officers as well as Business Development Officers
- Provide effective leadership and operational management of the Private Banking team, ensuring that staff adopt the values and expected behaviours of the Bank to deliver a high performance culture
- Ensure that all control, operational and audit issues relating to Private Banking activities are properly applied
- Ensure high standards of private wealth management customer service and relationship management
- Liaise closely with other departments to achieve adherence to policies, audit and control procedures
- Primarily focus on developing Ultra High Networth and Very High Networth Individuals into long term clients
- Contribute to building an active and broad book of clients and prospects through a strong and diversified network of business and client contacts
- Perform investment sales and cross selling activities for the client comprising of asset management, investment banking, treasury (FX, Structured Products) and along with traditional banking products
- Accountable to grow this segment in terms of size, market share, profitability to the bank, cross sell ratios, revenue generated as well as the behaviour aspects such as needs and drivers
- Establish financial targets to achieve in terms of: Upgrade and New to Bank, Advances Growth, Deposit Growth, Cards Growth, Investment Growth, Cross Sell Ratio, Revenue and Profitability
- Compare Actuals with Budget, analyse Performance and take actions where required
- Ensure ongoing market research and competitive analysis on this segment
- Assist in all marketing/advertising briefs related to campaigns, event and promotion

Qualifications, Experience & Skills:

- BSc/BCOM holder in Banking, Finance, Marketing or related fields and/or any other related professional qualifications
- At least 5 years' professional experience in a similar role at Senior level
- Sound understanding of Private Banking and Investment products
- Excellent skills in communication, presentation and interpersonal interactions
- Highly organised and self-directed
- Ability to relate to different markets and to understand risk
- High level of integrity and dependability with a strong sense of urgency and results-orientation

If you believe in taking new challenges with the right mindset, please refer to our website for full details and complete our online application form on www.sbmgroup.mu/vacancies by Monday, 29th October 2018.

We thank you for your interest and invite you to grow with us.

Kindly note:

All applications will be dealt with in strict confidence.

Please favour online application.

The Group reserves the right to call only the best candidates for interview and not to fill this position following this advertisement.

SBM is an equal opportunity employer.

One step in the right direction and a giant leap for your career.