

# CAREER OPPORTUNITY



SBM Group is a leading banking and financial services player in Mauritius and has been contributing to the country's socio-economic development over the past 50 years. SBM is actively involved in the Asia-Africa corridor through dedicated banking subsidiaries operating in India, Kenya and Madagascar, and serves 6.0 million clients internationally. The Group is committed to creating long term value for its stakeholders by offering bespoke solutions to individual, corporate and institutional clients in the banking and non-banking financial fields in Mauritius and internationally.

Our people – currently more than 3,000 across the Group – are at the heart of our growth strategy. In our quest to be the employer of choice, we are laying increasing emphasis on developing and nurturing talent.

We are thrilled to invite dynamic individuals to join our team of professionals. As a leader in our industry, we offer a wide range of career opportunities that will challenge and inspire you to reach your full potential.

## Premier Banker- Private Banking and Wealth Management

### Job Purpose:

Reporting to the Head of Department, the job incumbent will act as the primary contact for a portfolio of High-Net-Worth (HNW) clients & families and will be responsible to maintain and enhance important revenue-generating client relationships through new business development and portfolio management activities.

### Key Responsibilities

- Manage and grow a Portfolio of HNW clients through quality service.
- Actively involve in business development and HNW clients' acquisition.
- Provide HNW individuals with a full range of bespoke Banking and Investment solutions.
- Provide advice on various investment solutions
- Implement sales tactics, initiatives & strategies to achieve assigned targets
- Develop long term relationship with new and existing customers.
- Comply with all regulations, policies and standards to be in line with the bank risk management culture.
- Involve in cross-selling of the group products & services.
- Perform any other related duties as may be assigned.

### Qualifications, Skills & Knowledge

- Degree in Banking / Economics / Finance / Accounting and/or any other relevant fields
- Master's degree and/or MBA and/or Professional qualification such as CISI, ACCA or CFA will constitute an advantage
- At least 5 years' experience within the Banking industry or Global Business Sector or Financial Services Sector, preferably within Business Development and/or Client acquisition areas
- Sound knowledge of Banking and Wealth Management solutions
- International exposure will be an advantage
- Excellent communication and interpersonal skills
- Sound analytical and technical skills
- Confident, self-driven and dynamic

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](http://www.sbmgroup.mu/vacancies) by **Sunday, 29<sup>th</sup> October 2023**.

*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 OR not to fill this position following this advertisement. SBM is an equal opportunity employer.*