Discover New Possibilities at Raffles

At Raffles, we are people first, people who can think beyond a label. We consistently strive to provide a workplace that nurtures diverse yet inclusive corporate culture, and encourages professional development. Because we believe that this will enable us to create true values and provide better support for our clients.

Raffles Family Office is a Multi-Family Office and Independent Asset Manager. Headquartered in Hong Kong, we have also grown our footprints in Singapore, Taipei, Shanghai and Zurich. We specialise in asset management, wealth management and legacy planning, and our prime value proposition is creating true values for our clients. We partner with best-of-breed private banks, insurance companies, international brokers and independent fund and securities houses. We also have strong relationships immigration companies, tax advisors and lawyers, independent trustees and other service providers globally, ensuring we cover all aspects of family governance and family constitutions end-to-end.

We are currently seeking a seasoned and high-calibre professional to join our team as **Director of Relationship Management**.

Primary Responsibilities

- Drive profitable growth by developing and managing long-term relationships with high net worth and/or ultra-high net worth clients;
- Able to achieve targets for net assets under management, revenue generation, customer satisfaction;
- Generate healthy pipeline of target market prospects;
- Implement bespoke asset allocation and provide full-service family office solutions in line with clients' needs;
- Keep abreast of market intelligence, able to identify business opportunities and leverage Raffles' resources to best serve the clients;
- Collaborate with the management team, the investment and support functions, business partners and product/service specialists to provide high-quality client solutions and support the delivery of business strategy.

Requirements

- At least 12 years of experience in relationship management within the private banking and wealth management sector;
- Proven track record in asset development, asset growth and revenue generation;
- Strong client service and problem-solving mentality, able to swiftly adapt to clients' changing needs;
- Nimble, driven and motivated in growing client base;
- Outstanding commercial and interpersonal skills;
- Comprehensive understanding of the financial market.