

## **Discover New Possibilities at Raffles**

At Raffles, we are people first, people who can think beyond a label. We are one dynamic and entrepreneurial team. Fun, respectful, solidarity – Just like a family. 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 (RFO) is an award-winning multi-family office with a comprehensive suite of services for ultra-high-net-worth individuals and families. As an integrated platform that encompasses independence, advisory expertise and a vast network of top financial institutions, we deliver bespoke wealth preservation solutions and build lasting family, investment, and operational governance structures for families. Headquartered in Hong Kong, RFO has a presence in other locations across Asia, including mainland China, Taiwan and Singapore.

We are currently seeking **Director / Executive Director, Relationship Management**, covering South East Asia and/or Greater China to be based in **Singapore**.

## **Are you ready to Be the Change?**

### **Primary Responsibilities**

- Responsible for developing business plans, defining market strategies, taking the lead in active acquisition and management of HNW/UHNW clients and driving sustainable profitable growth in the corresponding market;
- Able to provide market insights, identify business opportunities in the corresponding market and take the lead in leveraging RFO's resources to provide bespoke services and creative solutions to clients;
- Report directly to Managing Partner and/or CEO. Collaborate with other senior stakeholders, the investment and support functions, business partners and product/service team to ensure the delivery of business strategy;
- Understand clients and clients' associates' background and drive the Know Your Customer due diligence as a first line of defence, to fulfil related compliance and RFO's internal requirements.

## **Requirements**

- At least 10-15 years of experience in relationship management within the private banking and wealth management sector;
- Solid track record in asset development, asset growth and revenue generation with minimum AuM requirement at US\$300mn;
- Capable of developing and executing a reasonable business plan with growth vision;
- Extensive market connections and thorough understanding of the market landscape, macro regulatory environment and culture of the South East Asia / Greater China market;
- Proven leadership skills and stakeholder management skills;
- Strong client service and problem-solving mentality, able to swiftly identify and adapt to clients' changing needs;
- Outstanding interpersonal skills;
- Fluent in spoken English and highly advantageous if you are able to converse fluently in one of the Asian languages (Mandarin or Bahasa);
- Valid RNF in Singapore and completed CACS Paper 1 and 2.

## **What We Offer**

- A collaborative, diverse and respectful workplace with sufficient resources/support to assist the execution of your business plan in the corresponding market;
- Bespoke marketing & branding strategy and resources to support the business development in the corresponding market;
- Platform with comprehensive and creative solutions to meet clients' different needs;
- Legacy planning for your client portfolio;
- Competitive package and the flexibility to balance work and life.

## **Join Us**

If you are interested in a dynamic and fast-growing platform with true Asia expertise and global connections, apply now by sending your updated resume to [maggiewong@rafflesgroup.co](mailto:maggiewong@rafflesgroup.co). For more information about RFO, check us out at <https://www.rafflesgroup.co/newsroom/> and [https://www.linkedin.com/posts/rafflesfamilyoffice\\_familyoffice-externalassetmanagement-rafflesfamilyoffice-activity-6596337910541324288-Qz3s](https://www.linkedin.com/posts/rafflesfamilyoffice_familyoffice-externalassetmanagement-rafflesfamilyoffice-activity-6596337910541324288-Qz3s). Your application will go through internal screening. Only shortlisted candidates will be contacted for further discussion. All personal data collected will be kept strictly confidential for recruitment purpose only.