

Center for Career Placement & Alumni
Graduate Placement Services (GPS)

JOB VACANCY FORM[®]

IMPORTANT: The information presented in this document can be shared only internally at UAE University!

Job Reference No.: JV459

Company Name: Gulf Investor Circle Group

Company Type: Private



Gulf Investor Circle

Job Position/Title:	Wealth Management Relationship Manager	Academic Major:	Accounting – Economics – Finance & Banking
Salary Range:	Very Competitive Package	Years of Experience:	5 years of experience
Job Location:	Dubai	Job Type:	Full-time
Nationality:	Any Nationality	Gender:	Both
Job Description:	Gulf Investor Circle Group is supporting one of its leading investors in setting up a wealth management company in Dubai International Financial Centre providing asset management and financial consulting services targeting the GCC market with a special focus on Saudi Arabia. GIC Group is active in more than 15 investments and has presence in 12 countries through its network. The wealth management company will be focused on a variety of products including Equities, Fixed Income, Real Estate, FX, Private Equity, VC, Structured Products and Commodities. The initial commitments come from existing relationships mainly in Saudi Arabia as well as from an associated consulting arm already in operation in DIFC. Job Description: GIC Group is looking for a Wealth Management Relationship Manager: Client Management • Prepare documentation for clients • Liaise with investment companies tied to our product portfolio • Prioritize products and clients • Use referrals • Support complex structures with clients and affiliates • Sell new products • Negotiate commissions with financial partners New Clients / Building up the book • Engage in investment discussion • Follow up on reviews, market trends, current affairs • Meet and call clients to sell products • Give client updates on their investments • Open up new markets • Focus on industry / product • Support KYC • Support Risk Profiling • Follow up on reporting and paperwork Place orders and liaise between clients and investment companies • Provide advice on equities, real estate, mutual funds, margin accounts, private equity in accordance with the company investment strategy		

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	- Portfolio management and advise - Maintain client files and administration - Liaise with compliance - Liaise with CFO for reporting requirements - Administration and project management support
Minimum Qualifications:	Requirements: 5 years of experience in banking / finance and wealth management /Sales / Wealth management - Masterdegree Business Administration, Finance, Economics - CFP and other certificates a strong plus - Knowledge of portfolio management, investments, process and products, financial planning, FX - Islamic finance experience a strong asset - Great interpersonal skills and negotiation skills - Advanced analytical and cognitive ability
No. of Positions Required:	1
Job Close Date:	30/3/2014

To Apply, UAEU Graduates/Alumni should send their CVs to:

nikolas@gulfinvestorcircle.com

JOB NAVIGATOR

Locating Your Career Path

