

## Private Banker, Denmark, Executive Director

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Company: JPMorgan Chase & Co.

Location: Denmark

Category: other-general

For those with an entrepreneurial spirit, a tenacity to succeed and a passion for delivering world class service to our clients, this role is an exciting opportunity to further build your career. We are actively looking for exceptionally talented individuals who are collaborative, confident and motivated to provide a first-class experience to clients.

### **Job summary:**

As a Private Banker, Denmark, Executive Director within the International Private Bank, you would lead new client acquisition and retention through a broad knowledge of investments, banking, trust services and financial planning. You would also be responsible for the client experience and engaging our resources to deliver a complete wealth management solution.

Our Bankers are self-starters with a proven track record of success, they are skilled problem solvers who offer specialized advice to clients. You would manage and maintain relationships with clients by earning trust, thoroughly understanding client needs, providing targeted advice, developing thoughtful solutions and delivering an exceptional client experience.

Our culture of performance, transparency and partnership is driven by objective, transparent goals and active teamwork to foster success.

### **Job responsibilities:**

Prospecting and acquiring new clients and new assets from new and existing clients

Take responsibility for sales and implementation of investment, banking and trust/estate products to core clients as appropriate

Leverage and coordinate specialists (Investor, Capital Advisor, Trust and Estate Advisor and Wealth Advisor) to provide interdisciplinary expertise for our most complex clients

Manage each account to ensure that the client has a completed profile and that accounts are properly maintained and serviced, specifically adhering to . Morgan Risk Management policies

Build trust with clients and effectively manage relationships

Ensure that the proposed products and services maximize the clients' needs, goals and objectives

**Required qualifications, capabilities and skills:**

Significant experience in Private Banking working with high net worth individuals or related fields within financial services

Previous business development experience with knowledge in profiling, negotiation and asking for referrals proactively

Dynamic and credible professional who communicates with clarity and has exceptional presentation skills

Demonstrates strong organizational skills and applies a disciplined and organized approach throughout their business

Experience or demonstrated understanding of investments, banking and trust concepts including, but not limited to: asset allocation on structured portfolios, managed portfolios, brokerage accounts, portfolio reviews, deposit and loan solutions, basic trust and estate products and identification of wealth planning opportunities

Strong reputation with an established network

**Preferred qualifications, capabilities and skills:**

Asset allocation / multi asset class portfolio or sales experience is favourable

Chartered Financial Analyst (CFA) is a plus

Ability to thrive in an internal culture that values innovation, customer service, internal partnership and entrepreneurship

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