

# Careers, by BUTTERFIELD.



## Take a step in the right direction.

At Butterfield, we provide financial services with a personal touch, we focus on results, we value relationships, and we celebrate success. If that sounds like your kind of company, then consider this opportunity to become part of a collaborative team of professionals at the world's leading, independent offshore bank and trust company.

### Assistant Private Banker

This position reports to the Vice President, Private Banker and is responsible to support all aspects of developing and servicing a portfolio of High Net Worth (HNW) clients. This is a front-line position dealing with a wide range of issues and transactions. The position requires the ability to quickly assess customer needs, gather necessary information and provide a possible solution. Decisions are based on established procedures but will require sound judgement and quick thinking.

#### Your responsibilities will include:

- Supporting the Private Banker in developing and managing a portfolio of HNW client relationships, focused on Banking, Asset Management and Trust
- Acting as the point person and subject matter expert in opening of accounts, compliance, general account enquiries and general banking requests
- Resolving client queries and concerns
- Identifying new business opportunities and prospect target clients; with the goal of achieving agreed targets
- Cross-selling the Bank's products and services
- Preparing weekly sales tracking figures for review by management
- Assisting the VP, Private Banker as required to meet departmental goals

#### Your qualifications and skills include:

- A University degree or equivalent in business or similar. Further professional qualification (CFA,CFP,MBA) would be an asset
- Minimum of 3 years progressive experience in supporting and managing relationships with high net worth client portfolios
- Highly effective interviewing skills/ techniques with proven ability to build/secure client relationships and new business
- Understanding of or experience in, banking, credit, asset management, trusts or custody
- Strong business development, presentation, social and sales skills
- Proficient in Microsoft suite of applications.

#### About the team

Established in 1858, Butterfield has more than 160 years' experience in private banking. Today, as a leading provider of banking, trust, and investments services for international clients, we have operations in eight major financial centres. Our dedication to personalised proactive service and our ability to draw upon international resources in crafting unique financial solutions remain hallmarks of the Butterfield way of doing business.

#### Why Butterfield?

The Butterfield experience is enhanced by robust learning and development opportunities, comprehensive benefits, and preferred rates on a variety of proprietary financial services. Guided by our core values—approachable, collaborative, empowered and impactful—we provide a respectful environment where the diversity of our employees and the talents and experiences they bring are celebrated and valued. With a 160-year tradition of service excellence, we empower individuals to achieve their goals and make a positive impact on our business, our clients and our communities.

#### Does this sound like you?

All applications should be forwarded via e-mail to [resumes@butterfieldgroup.com](mailto:resumes@butterfieldgroup.com).

#### Closing date:

Monday, 25 July 2022

***Let's start a conversation.***



[butterfieldgroup.com](http://butterfieldgroup.com)

