



FALCON PRIVATE BANK
SWISS PRIVATE BANKING

For our Representative Office in Dubai we are looking for a

STRUCTURED PRODUCT SPECIALIST.

Falcon Private Bank is a leading Swiss private bank with a growing presence in Switzerland, the Middle East and Asia. We are committed to providing fine Swiss private banking and offering first-rate service to all of our stakeholders. Falcon Private Bank offers personalized wealth management solutions for high net worth clients, families and institutional investors with sophisticated wealth management and investment requirements.

The ideal candidate will support our Branch assuming the following key responsibilities:

- Responsible for all aspects of Middle East / North Africa structured product portfolio management (e.g., alpha generation, portfolio construction, risk management etc.)
- Develop new business and originate structured transactions
- Structure transactions and prepare financial analysis, credit proposals and credit evaluations
- Assist sales team with distribution of the Bank's products to prospects and clients
- Seek out new distributions opportunities in the UAE and broader Middle East / Northern Africa regions

The required skills for this position include:

- Strong undergraduate and graduate credentials in a relevant finance discipline (e.g. Mathematics, Econometrics etc.)
- Sound understanding of structured products (i.e. TRS, swaps, foreign exchange etc.)
- Minimum of 3 years experience in financial products – preferably gained from Banking/Financial Services in the GCC
- Excellent interpersonal communication skills (both oral and written) in English and one or more foreign languages
- Excellent customer service and relationship management track record
- Comfortable working in a multi-cultural environment

If your profile fits the above requirements, please send your CV to Human Resources, Bettina Schwab (bettina.schwab@falconpb.com).