

For our client, an established banking sector institution, we are looking for a **Private Banker / Client Advisor**. If you have experience in private banking across the European market, and acquiring high-net-worth clients as well as building top-level business relationships (HNW / UHNW) is your natural element, join an exclusive team of experts in Zurich or Vaduz!

(This offer is also open to candidates currently based in Poland who are ready to relocate to Switzerland or Liechtenstein).

Key Responsibilities:

- **Active Business Development & Acquisition:** Proactively acquire High-Net-Worth Individual (HNWI) clients within the Polish and Czech markets.
- **Network & Asset Growth:** Leverage existing contact networks and industry relationships to continuously build and convert the pipeline of potential clients, driving Net New Money (NNM) generation.
- **Advisory & Relationship Management:** Provide expert financial and wealth advisory services, building long-term, high-trust relationships with private clients.
- **Cross-Border Market Expansion:** Apply deep banking expertise to navigate regional specifics and offer financial products tailored to the needs of the Polish and Czech markets.
- **Team Collaboration:** Work closely with cross-functional teams in Zurich and Vaduz, fostering a culture of mutual respect, integrity, and shared success.

Requirements:

- **Proven Track Record:** Solid experience in client acquisition, wealth management, or private banking, demonstrated by success in winning new clients and growing Assets under Management (AuM).
- **Active Contact Network:** An extensive, high-quality network of contacts in Poland and the Czech Republic, paired with a clear client acquisition strategy.
- **Industry Expertise:** Deep understanding of private banking frameworks, investment products, and cross-border regulatory compliance.
- **Language Skills:** Fluency in Polish and English. Proficiency in German is a strong asset.
- **Location & Mobility:** Based in (or willing to relocate to) the Zurich or Vaduz area.
- **Personality & Values:** High level of integrity, credibility, a "walk-the-talk" attitude, and a strong commitment to team collaboration over purely individual performance.

What We Offer:

- **Competitive Remuneration:** An attractive compensation package aligned with industry standards.
- **Generous Vacation Allowance:** 28 to 30 days of annual paid leave, plus up to 20 additional days off for regional public and religious holidays.
- **Comprehensive Social Security:** Full coverage under the Swiss/Liechtenstein 3-pillar pension system, paired with an extensive employee benefits package.
- **Modern Workplace Culture:** A flat hierarchy, a casual first-name basis policy ("Du" culture), an empathetic management style, and a close-knit, supportive environment.
- **Flexibility:** Hybrid working model with up to 40% remote work (Home Office).

Client Acquisition & Advisor – Polish& Czech

Market

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