

# Senior Relationship Manager

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Founded in April 2018 and headquartered in Zug, AMINA Bank is a pioneer in the financial industry providing a seamless, secure, and easy-to-use bridge between digital and traditional assets. As a smart bank AMINA Bank offers a fully universal suite of regulated banking services in the emerging digital economy. In August 2019, AMINA Bank received a Swiss banking and securities dealer license – the first time a reputed, regulatory authority such as FINMA has granted a license to a financial services provider with a core capability in digital assets. The broad, vertically integrated spectrum of services combined with the highest security standards, make AMINA Bank's value proposition unique. CVVC Global Report and CB Insights names AMINA Bank as Top 50 Companies within the blockchain ecosystem.

As our bank grows daily, we need individuals with initiative and positivity to tackle challenges head-on, contributing to the continuous improvement of our services for clients. You will be entrusted with client portfolio, tasked with its growth through client-centric servicing. Additionally, you'll be on the front lines, assisting in the hunting of new prospects through online channels, events, and even cold calling to achieve our ambitious growth targets

In this function you will be responsible for the following:

- Responsibility for particular client segment (institutional, professional private, EAM or corporate clients) including acquisition, client management, business strategy and business development to establish and grow the client base
- Coordinate all client matter from processes and paperwork to the overall client experience
- Developing and maintaining the domestic and international prospect list for the respective client segment with corresponding prioritization and market strategy
- Acquisition of new clients in the predefined markets in consideration of applicable cross border rules
- Sales and consulting in the field of digital asset services such as custody, lending, financial products, trading and tokenization, including pitch presentations in English
- Positioning AMINA Bank as the preferred partner
- Handling client/prospect related requests and enquiries
- Close cooperation with Legal and Compliance to ensure a smooth onboarding and efficient due diligence process
- Managing established client relationships including cross-selling of offered services
- Defining and pushing the product and services catalogue for the clients
- Developing the processes and procedures further for the client segment
- Continuous self-education in finance as well as the field of Blockchain technology and digital assets

For you to become part of AMINA's journey, we require the following set of experience:

- At least 8-10 years of experience in financial services sales and building a client book with 4-5 years within fully regulated banking environment
- University degree (Bachelor level) in Business, Finance or Mathematics
- Certified CFA/CAIA would be preferred
- Proven network within the respective client segment
- Strong negotiation skills
- Great verbal & written communication skills in English and German

Join our skilled team and together redefine finance.

We owe our exponential growth to our innovative and collaborate team spirit and talented workforce. Every voice counts as we are always committed to learning from diverse perspectives and backgrounds because our people make the difference at AMINA Bank. **Regardless of your age, gender, belief, and background, at AMINA EVERYONE (E) is welcome!**

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## Additional information

Location	<b>Zug</b>
Position type	<b>Full-time employee</b>
Start of work	<b>Feb 1, 2025</b>

## Responsible

Adhishtha Parmar