

Senior Relationship Manager

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 - this is why Banque de France selected AMINA Bank to test the integration of Central Bank Digital Currency (CBDC). CVVC Global Report and CB Insights names AMINA Bank as Top 50 Companies within the blockchain ecosystem.

We are bringing a new financial services paradigm to the crypto economy. In scope of our international expansion strategy, we are seeking a **Senior Relationship Manager**.

In this function you will be responsible for the following:

- Actively expanding the Bank's Middle East market share:
 - Demonstrating a highly proactive sales approach towards Banks, Asset Managers, Hedge Funds and other potential business partners
 - Securing B2B collaborations (omnibus account, product sales) through effective, systematic execution of a Middle East specific sales strategy
 - Representing the bank in sales and account management in all client segments
- Manage and oversee Custody Solution projects from inception until go live
 - Effectively dealing with RFPs and driving acquisition processes from start to finish
 - Overall responsibility to manage all aspects in bringing new Client Solutions live
- Hunt new business opportunities within their existing network and independently build a book in the Middle East in close collaboration with the head office

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

- Strong network in the Middle East crypto space (Exchanges, Professional Investors, Family Offices)
- At least 8 - 10 years within a fully regulated banking environment
- Successfully handled RFP's, institutional collaboration structures (e.g. omnibus accounts)
- Strong and proven negotiation skills
- Crypto know-how and an existing network within the blockchain community (national and international) is a strong plus
- Knowledge of Middle East crypto legislation and direction
- University degree (Bachelor level) in Business, Finance or Mathematics, Certified CFA/ CAIA would be beneficial

Join our skilled team of **AMINAtors** 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 **Abu Dhabi**

Position type **Full-time employee**

Start of work **May 30, 2024**

Responsible

Adhishtha Parmar