

# Example of VP, Advisory Job Description

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Our growing company is looking to fill the role of VP, advisory. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for VP, advisory

- Lead, coach and motivate the Advisory Services team, ensuring understanding of the company vision and values, utilization and revenue targets, ensuring maximum teamwork and co-operation with all areas and divisions of the company and the highest level of service provision
- Identify opportunities and provide customised FX solutions for Private Bank clients
- Explore and develop appropriate products to meet client's investment objectives through professional and effective communication of the currency view
- Strategic partner to Relationship Managers and be actively involved in developing and maintaining private banking client relationships
- Partner other departments to provide specialised support to Relationship Managers in handling complex accounts
- Work with Global Financial Markets (GFM) and other counter parties to package appropriate FX related products for the clients in accordance to the legal and compliance requirements/guidelines
- Conduct trainings to equip partners with the relevant technical skills for the marketing, sales and after-sales service
- Represent team and lead in inter/ intra department projects such as process improvement initiatives
- The ongoing development of the financial crime capability in their designated business area, including second line oversight of key risk indicators
- Be an accountable sign off point for Financial Crime on all new processes and products which are driven through the New Product Approval process

& Mortgages business

## Qualifications for VP, advisory

- Basic PC skills in Microsoft (Word, Excel, Powerpoint)
- Excellent interpersonal and communication skills, with the ability to work well in a team across different stakeholders
- Comfortable interfacing with senior managers, internal clients and internal / external regulators
- At least 8-10 years of relevant experience in a Legal, Compliance/Regulatory or Product Management role in an asset management capacity
- Knowledge of OCC regulatory requirements relating to fiduciary activities is preferred but not mandatory
- An individual who is motivated and able to work independently