



PR/097294 | Sales Consultant (HNW Wealth Advisory)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1599724

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:51

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

???? Sales Consultant (HNW Wealth Advisory)

???? Singapore

???? About the Role

An established international wealth advisory firm is seeking a **Sales Consultant** to provide **bespoke wealth planning and insurance-based solutions** to high-net-worth (HNW) clients.

This role focuses on advising clients on **wealth transfer, legacy planning, and liquidity strategies**, working with a global network of insurers and financial partners.

???? Key Responsibilities Business Development & Client Advisory

- Develop and manage relationships with **high-net-worth individuals (HNW) and families**
- Identify client needs and deliver **tailored wealth planning and insurance structuring solutions**
- Drive business development through networking, referrals, and client engagement

Solution Structuring

- Design and present **customised proposals** focused on:
 - Wealth transfer and legacy planning
 - Estate equalisation and liquidity solutions
 - Asset protection strategies
- Work closely with internal specialists to deliver **complex, cross-border solutions**

Stakeholder Collaboration

- Partner with **private banks, insurers, and intermediaries** to structure and execute client cases
- Collaborate with internal case managers and support teams to ensure smooth delivery

Pipeline & Performance Management

- Build and manage a strong pipeline of opportunities
- Maintain high levels of client engagement and follow-through
- Achieve individual revenue and business targets

???? Requirements Experience

- 3–10 years of experience in:
 - Private banking / wealth management
 - Financial advisory / insurance consulting
 - Relationship management with affluent or HNW clients

Skills & Competencies

- Strong client-facing and relationship-building skills
- Experience advising on **financial or wealth-related solutions**
- Ability to engage sophisticated clients and manage long sales cycles
- Entrepreneurial mindset with strong drive and resilience

Preferred

- Existing network of **HNW / affluent clients**
- Experience in **life insurance or wealth structuring solutions**
- Exposure to **cross-border or complex client cases**

???? What's on Offer

- Opportunity to work with **high-value, complex HNW cases** (fewer, larger transactions)
- Access to a **broad, multi-provider platform** (not tied to a single institution)
- Strong earning potential with performance-based incentives
- International exposure and collaboration with global offices

???? Apply

If you are interested in a more entrepreneurial role within a specialised wealth advisory environment, please submit your CV for a confidential discussion.

#LI-JACSG

#countrysingapore

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 Company Description

