



PR/097294 | Sales Consultant (HNW Wealth Advisory)

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント シンガポール

求人ID

1599724

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2026年08月21日 04:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ネイティブ

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

???? 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 ResponsibilitiesBusiness 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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