Ecobank
The Pan African Bank

WE'RE HIRING

SENIOR WEALTH MANAGER

Job level: 6 | Job grade: 3A

Ready to work across the national territory.
The position is based in Douala.

Deadline:
November 30th, 2026
at 5pm prompt

A BETTER WAY
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JOB PURPOSE

The role will be responsible for recruiting high net-worth individual (HNWI) clients and providing strategic advice to these clients in matters of personal finance, retirement planning, and wealth management.

Developing tailored financial plans, analysing market trends, identifying investment opportunities, conducting portfolio reviews and maintaining long-term client relationships are key to the role.

The objective is to develop the loyalty of customers and prospects with wealth potential for the bank, to manage and optimize their wealth, offering them tailored advice and solutions through the choice of the best suited products and services to ultimately achieve the clients' financial goals whilst maintaining a highly profitable portfolio of clients.

JOB CONTEXT

This role operates within a dynamic financial landscape, characterized by evolving client expectations, regulatory changes, and competitive pressures. The Wealth Manager is expected to navigate these complexities, deliver superior wealth management services, and contribute to the continuous growth and innovation of the bank's wealth management business. By building strong client relationships, leveraging market insights, and adhering to strict regulatory and operational standards, the Wealth Manager supports the bank's vision of being a leader in wealth management within its footprint.

KEY RESPONSABILITIES

Commercial and Financial Performance

- Acquire new High Value clients and deepen relationships with existing High Value clients, grow assets under management, and cross-sell the broader Wealth Management offering, including estate planning, protection, home ownership, lifestyle and concierge services.
- Support Relationship Managers in identifying wealth opportunities within their portfolios and assist in sales closures.
- Grow assets under management for existing clients.
- Enhance assets by broadening the range of investment vehicles (money market instruments, mutual funds, securities, term deposits etc.).
- Review the portfolios of the bank's most affluent individual clients in Commercial and Corporate Banking to identify and develop future wealth management relationships.
- Conduct complex financial analysis to identify investment opportunities and ensure profitability.
- Proactively solicit support of wealth experts for complex arbitrations.
- Build, understand and maintain relationships with customers' circles of influence (e.g. family, friends, associates etc.).
- Acquire external referral sources through networking, marketing and leveraging of influencers.
- Develop a network of influencers and partners.
- Organize / Participate in business promotion events.

KEY RESPONSABILITIES

Customer relationship management

- Assess the financial needs and goals of clients.
- Develop and deliver tailored financial plans and investment strategies aligned with clients' short-, medium- and long-term goals.
- Regularly reviewing and adjusting clients' portfolios to ensure financial goals are met.
- Provide clients with advice on various financial topics, including investments, tax laws, and insurance.
- Communicate complex financial information to clients in an easy-to-understand manner.
- Build and maintain relationships with clients to understand their changing financial needs.
- Guide clients towards financial decisions in line with their risk profiles.
- Build strong relationships to retain existing clients.
- Achieve the minimum income of your customer portfolio according to Group standards.
- Regular trainings of the Relationship Managers on key market trends and Investment Opportunities.
- Organise regular wealth management webinars for clients on key market trends and education on financial planning.
- Drive cross-selling and increase product holding per client to strengthen engagement and improve the primary banking rate.

Procedures, Controls and Operational Performance

- Ensure adequate matching of products to client risk profile and life-stage.
- Ensure compliance with AML and regulatory guidelines.
- Ensure compliance with the policies and procedures of the affiliate and Group.
- Actively utilize the CRM and Financial Planning tools for portfolio management.
- Maintain all client engagement data and call reports on the CRM.
- Observe portfolio performance reporting disciplines.
- Participate in calls (physical & virtual) with the sales teams and to clients at the request of the Head of Premier Banking & Wealth Management.
- Conduct periodic portfolio review of client Investment portfolios to ensure we do not have concentration risks and have adequate diversification of client investments to mitigate against significant market shifts.

Regulatory and Business monitoring

- Conversant with the latest industry trends and financial products.
- Maintain updated knowledge of regulatory, legal and tax developments.
- Actively follow financial market activities.
- Regular market benchmarking to propose areas for improvement of our client value proposition.

Strategic Initiatives

- Continuously contribute to the improvement of the bank's Wealth Management offering by proposing new products, services, partnerships and processes to remain competitive.
- Drive digitization of administrative processes to increase personal efficiency.
- Develop the value chain within the Commercial Banking and Corporate Banking businesses to maximize cross-pollination opportunities.

JOB PROFILE

Experience

- Degree in Marketing or Retail/Commercial Banking, Finance, Accounting, Economics (Management), Commerce or a related field.
- Professional certifications (e.g., CFA, CFP) are advantageous.
- Minimum 5 years' banking experience, preferably in private banking, asset management, sales/commercial negotiation.
- International Financial Planning / Wealth Management & Investment Services Certification.
- Good knowledge of asset management for high-net-worth clients.
- Good command of office automation tools.

Competencies & Qualities

- Ability to handle sensitive financial information with attention to detail.
- Proven work experience as a Wealth Manager or similar role.
- Knowledge of financial products and services, including pension plans, insurance, tax strategies, estate planning, philanthropy etc.
- Ability to discuss investment strategies, market conditions and the financial markets.
- Strong analytical skills and proficiency in the use of financial software.
- Excellent interpersonal and negotiation skills.
- Customer-oriented with a strong sense of ethics and integrity.
- A strong network of contacts.
- Strong teamwork, planning and organization skills.
- Languages – Strong English spoken and written. French is an added advantage.
- Excellent written and oral communication skills.
- Maintains a consistently neat, well-groomed and professional appearance that reflects the service standards expected when engaging High Value clients.

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APPLY NOW

Please submit your CV and motivation letter
to **ECM-Recruit@ecobank.com**
latest November 30th, 2026, at 5pm prompt,
with the subject « **Senior Wealth Manager** ».

NB: Only applications matching with the desired profile will be contacted.

"Ecobank is committed to providing equal opportunities to all and fostering an inclusive and diverse workplace. To this end, we encourage applications from individuals regardless of their nationality, race, gender, age, social class, religion, beliefs, and disability while fully adhering to the local laws and regulations established where Ecobank operates."

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