Head of Structured Products

Experience level : Senior
Entity : Bank Syz
Office : Geneva

Purpose of the role: Lead and scale the bank's Structured Products (SP) franchise—designing, pricing, distributing, and managing the full lifecycle of equity, credit, FX, rates and multi-asset structures for private-bank clients. The role combines product origination, risk & governance, sales enablement, and team leadership to deliver client-centric solutions that are compliant, transparent, and profitable.

Based in Geneva, you will act as a Senior Investment Advisor and the referent for the bank's Structured Products process and offering. You will be the investment face of the Front team for advisory mandates and structured solutions, interacting directly with clients of varying sizes and complexity, or through their respective Relationship Managers. Your role includes promoting investment ideas, designing and delivering structured product strategies, and acting as a strategic partner for the Team Leaders and Relationship Managers to ensure our wealth management offering aligns with client needs. You are a key link in building bespoke investment solutions that combine advisory expertise and structured products tailored to client objectives.

You will actively support the Relationship Managers in client acquisition and development, bringing innovative investment ideas and structured solutions to the table. As an investor yourself, passionate about markets and investments, you can translate complex macro and micro topics into clear, actionable insights. You adapt to different types of private clients with varying levels of expertise, gaining their trust by acting as a true partner and delivering value through tailored investment and structured product strategies.

Key responsibilities

Head of Structured Products

- Define the SP franchise strategy (market coverage, counterparties, product mix, capacity, risk appetite) in line with the bank's investment views and client segmentation.
- Create and lead a comprehensive action plan for SP penetration.
- Build a differentiated shelf across capital-protected, income, participation, autocallables, credit-linked and bespoke structures through idea generation, market intelligence, and collaboration with research teams.
- Ensure time-to-market discipline and industrialized workflows with clear SLAs.
- Equip Relationship Managers (RMs) and Investment Advisors with trade rationales, client narratives, and portfolio fit.
- Promote the structured product asset class internally by educating relationship managers and supporting the use of pricing tools when appropriate.
- Foster a culture of client focus, control mindset, speed, and collaboration with RMs, Research, Risk, Compliance, Legal, Ops, and IT.
- Build and maintain strong relationships with counterparties, overseeing onboarding processes including KYC and contractual documentation.
- Ensure a timely and accurate reporting to the Advisory Head and Finance Department

Investment Advisory

- Provide personalised investment advice within the client risk profile framework, be it on their tactical asset allocation or bottom-up approach.
- Act as Senior Investment Advisor for advisory mandates, providing high-quality investment guidance.
- Collaborate with Team Leaders and Relationship Managers to deliver bespoke investment solutions.
- Be able to promote the house view, recommended investment solutions, and coach the Relationship Managers in solving complex investment challenges

- Ensure compliance with regulatory requirements and internal risk policies
- Support client acquisition and development through proactive investment engagement
- Contribute to generating investment ideas leveraging on the various internal specialists in all asset classes: equities, fixed income, FX/metals, derivatives, private markets, structured products, etc. You actively contribute to the feedback loop with our research team, in order to have investment ideas matching client needs.

Education: Masters in finance or equivalent

Professional Experience required: Min 10 years in a similar role.

Soft skills:

- Creative and entrepreneurial mindset, as well as team player
- Ability to clearly articulate and pitch technical aspects of asset class
- Ability to work cross-functionally and influence senior stakeholders.
- Excellent leadership skills to drive the activity
- Strong client focus mindset with strong involvement and initiative
- Excellent listening and selling skills, adaptability to client needs
- Capability to take timely and well-reasoned investment decisions (analyse issues and balance fact-based analysis with intuition, information and experience)
- High standard of professionalism and integrity
- Pragmatism and result-orientation
- Able to work under pressure and in a fast-moving, changing environment.
- High attention to details, analytical, intellectually curious and proactive

Technical skills:

- Proven experience in structured products within private banking or investment banking.
- Strong knowledge of derivatives, structured notes, and risk management.
- Solid understanding of primary market trading processes and execution.

Languages: Fluency in French and English, other languages are a plus