IBF CAREERS CONNECT

Job Openings in Financial Services – 3 August 2026

Instructions

1. If you are keen to apply for any of the jobs listed in this document, please drop us an email with the details below by **6 August 2026, Thursday**.

2. Send your emails to us at ibfcareersconnect@ibf.org.sg. You will also need to copy your Career Adviser in CC.

Email Subject

- 'DACC – Role & Company' E.g. [DACC – Business Analyst XYZ Co.] n

Email Body

- 3-5 bullet points providing evidence of your suitability for the role, based on relevant skills & experience
- Detailed resume with document name in the following format: IBF_FullName (e.g. IBF_MichelleTanLayLay)
- Minimum expected salary for the role (this is just for our reference only, for alignment with future opportunities)

The Jobs Digest is strictly for IBF jobseekers who are actively seeing a Career Advisor. Please **do not forward or share it externally**.

If you have friends who are interested in IBF career advisory services, please direct them to register for an appointment with us via https://www.ibf.org.sg/home/career-advisory/about-careers-connect/for-individuals.

Please be informed that only shortlisted candidates will be notified.

Thank you for your understanding!

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1.VP, Portfolio Solutions

The Portfolio Solutions Manager is responsible for driving the distribution of model portfolio solutions to affluent individuals, family offices, associations, and corporate clients.

The role partners closely with relationship managers to position these portfolios as core investment offerings, conducts client presentations to explain investment strategies and portfolio risks, and identifies new business opportunities while strengthening existing client relationships. Working collaboratively with investment and product teams, the incumbent delivers tailored wealth management solutions that meet clients' financial objectives.
The ideal candidate holds a degree in Finance, Business, or a related discipline, with 10-15 years of experience in wealth management or private banking. A proven track record in business development and relationship management is essential, along with strong communication and presentation skills.

Candidates should possess a solid understanding of asset allocation, diversification, and portfolio risk concepts. Fluency in English is required, while conversational Mandarin is an advantage.

2. Corporate Treasury Sales

This role is responsible for driving treasury sales activities by delivering foreign exchange, interest rate, OTC derivatives, and structured treasury solutions to corporate and financial institution clients. The incumbent provides market insights, currency and interest rate analysis, and pricing updates to clients and relationship managers, while recommending hedging and funding strategies tailored to clients' business needs.

Working closely with relationship managers and regional teams in Singapore and Hong Kong, the role supports business growth across Southeast Asia and identifies cross-selling opportunities. Additional responsibilities include mentoring junior team members, supporting strategic projects, launching new treasury products, and managing pre-trade documentation such as ISDA agreements and customer suitability requirements. Candidates should possess a degree in Finance, Economics, Accounting, or a related discipline, with 5–10 years of experience in treasury sales, FX markets, or trading. Relevant treasury certifications and a strong understanding of AML/CTF regulations are preferred.

3. Deputy Head of Regional Credit (FI)

Deputy Head of Regional Credit is a senior credit professional responsible for evaluating and structuring complex financing transactions across the APAC region.

The role requires strong hands-on experience in credit underwriting, structured and bespoke financing, including senior secured, mezzanine, asset-backed, and cash flow lending solutions. Candidates should possess deep knowledge of accounting principles, downside risk assessment, collateral structures, and recovery analysis, with direct involvement in deal structuring rather than portfolio monitoring or relationship management.

The position suits professionals from private credit, leveraged finance, special situations, or structured finance backgrounds with regional transaction exposure across Greater China and ASEAN. Leadership, mentoring capabilities, and multi-sector credit experience are also important for the role.

4. Case Manager

Reporting to the CEO, Singapore, this role is responsible for overseeing the end-to-end administration of high-net-worth insurance cases, serving as the key point of contact between insurers and sales consultants. The incumbent supports the sales process by preparing quotations, policy illustrations, application documents, and coordinating medical appointments and compliance requirements. The role manages insurance submissions through to policy issuance, provides ongoing policy servicing, maintains accurate CRM records, and prepares monthly reporting. It also responds promptly to enquiries from both internal and external stakeholders while ensuring efficient case management and adherence to operational procedures.

The ideal candidate has 2–3 years of experience in insurance case management, preferably within the insurance or brokerage industry, with strong knowledge of underwriting processes. Candidates should be organised, detail-oriented, adaptable, and capable of managing multiple priorities under tight deadlines. Excellent communication, stakeholder management, Microsoft Office skills, and proficiency in English and Chinese are required. A valid MAS licence, or the ability to obtain one upon joining, is essential.

5. Human Resources Business Partner

This role is responsible for providing end-to-end HR support to assigned business units, with a focus on talent acquisition, employee retention, and workforce planning. The incumbent partners closely with business leaders to implement manpower strategies, support succession planning, and ensure staffing needs are met efficiently. The role also advises managers on employee relations, performance management, and HR policies while ensuring compliance with employment legislation and regulatory requirements. Additional responsibilities include maintaining strong relationships with internal stakeholders, contributing to HR policy development, and participating in HR initiatives and projects.

The ideal candidate holds a degree in Human Resources, Business Administration, or a related discipline, with at least five years of HR experience, preferably within the banking sector. A solid understanding of recruitment, employee relations, performance management, Hong Kong

employment regulations, and HKMA guidelines is essential. Strong interpersonal, communication, and stakeholder management skills, together with proficiency in English, Cantonese, and Putonghua, are required.

6.Relationship Manager (Strategic Investor team)

This role is responsible for driving capital raising initiatives by identifying and acquiring new investors for the firm's private credit, fixed income bond, and private note offerings. As a business development-focused position, the incumbent will build and expand relationships with High-Net-Worth Individuals (HNWIs), family offices, and institutional investors, presenting investment opportunities.

The successful candidate will manage the fundraising process from investor sourcing through to deal execution while developing long-term client relationships and expanding the firm's investor network.

The ideal candidate has a proven track record in private banking, wealth management, investment advisory, or a similar client-facing financial services role. An established network of HNWIs and institutional investors, together with strong business development and relationship management skills, is essential. Experience in debt fundraising, private credit, or fixed income products is highly advantageous but not mandatory. Excellent communication and presentation skills are required to engage sophisticated investors effectively. No bond-related licence is required, and applications are welcomed from candidates of all backgrounds.

CLIFFORD CAPITAL

Vice President, Technology Solution Service Delivery and AI Security Operations

JOB_10115

Job Description

Position Overview:

Reporting to the Head of Technology, this role leads technology service delivery across the company, ensuring business needs and service levels are met. The role manages IT processes, outsourced service providers, and technology solutions that support the company's digital strategy and internal stakeholders. It also oversees AI and cybersecurity operations, including AI agent performance, governance, inventory, and compliance with internal security standards.

The role leads day-to-day support operations, drives service improvements, and acts as the main point of contact for service delivery, IT security response, incident management, business continuity, and crisis management matters. The role also manages third-party partners and supports contracts, budget, cost, and financial planning for the Technology function.

Specific Responsibilities:

Service Delivery:

- Lead technology project implementation, including requirements gathering, testing, user acceptance, and delivery oversight.
- Manage service delivery quality, service levels, stakeholder satisfaction, and continuous improvement plans.
- Maintain IT service catalogue, support levels, service delivery plans, policies, SOPs, and change control processes.
- Oversee IT disaster recovery, audits, risk remediation, recurring incident management, and performance reporting.
- Lead IT incident response with service providers and stakeholders, ensuring alignment with Cyber IRP, Business Continuity, and Crisis Communication plans.
- Build strong relationships with business stakeholders, partners, and technology teams, and provide project management support when required.

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`AI & Cybersecurity Security Operations:

- Oversee daily AI and cybersecurity operations across deployed agents, models, and related platforms.
- Monitor AI deployment, usage, performance, lifecycle management, and enterprise agent inventory.
- Apply relevant AI governance, risk, and security frameworks, including MAS Veritas/MindForge and SAFR guidelines.
- Track AI usage and operational metrics through Microsoft Foundry and support incident monitoring, issue resolution, and continuous improvement.
- Partner with technology, risk, and business teams to strengthen AI governance and security controls.

Knowledge/ Experience Requirements

- Minimum 8 years' IT experience in a regulated financial industry environment.
- Degree in Computer Science, Engineering, or a related discipline; relevant certifications such as Azure, AWS, PMP, CSP, CCSP, ITIL, or COBIT are advantageous.
- Experience in service delivery, operations, change management, project management, and stakeholder management.
- Knowledge of service delivery, asset management, cloud platforms, SaaS/IaaS/PaaS, DevOps, and transaction-based banking systems is preferred.
- Experience in cybersecurity, technology operations, AI operations, AI agent governance, monitoring, lifecycle management, and relevant AI risk/security frameworks.
- Strong communication, people management, collaboration, hands-on problem-solving, and interpersonal skills.

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IQEQ
Know how Know you

Business Development Director

We're a leading Investor Services group offering end-to-end services in administration, accounting, reporting, regulatory and compliance needs of the investment sector worldwide. We employ a global workforce of 6,500+ people across 25 jurisdictions and have assets under administration (AUA) exceeding US$857 billion. We work with 13 of the world's top-15 private equity firms.

Our services are underpinned by a Group-wide commitment to ESG and best-in-class technology including a global data platform and innovative proprietary tools supported by in-house experts.

Above all, what makes us different is our people. Operating as trusted partners to our clients, we deliver intelligent solutions through a combination of technical expertise and strong relationships based on deep client understanding.

We're driven by our Group purpose, to power people and possibilities.

Job Description

As part of our high-performing commercial team, you'll play a pivotal role in uncovering new markets, building meaningful client relationships, and driving the expansion of a truly global business. If you're commercially curious, thrive on turning insight into action, and want to be at the forefront of winning new business in a fast-paced, international environment, this is your opportunity to make a real impact.

This role supports the identification, development and conversion of new business opportunities across key markets. You'll combine proactive lead generation with in-depth research and market intelligence to build a high-quality pipeline, working closely with the wider sales team to qualify prospects and shape targeted client engagement strategies. Acting as a key coordinator during the early stages of the sales cycle, you'll contribute to proposals, support RFPs, and help deliver a seamless and professional experience for prospective clients. Alongside maintaining accurate data, tracking performance and monitoring competitor activity, you'll play a vital role in positioning IQ-EQ's full suite of services — ensuring they are clearly articulated, commercially compelling, and aligned to client needs.

What you will do

- You'll identify and develop new business opportunities through targeted research, lead generation, and market analysis aligned with strategic growth objectives.
- You'll build and maintain strong relationships with prospective clients, assess their business needs, and deliver tailored solutions and proposals.
- You'll support the end-to-end business development process, including market research, due diligence, RFP/RFI coordination, and participation in sales meetings.
- You'll track sales performance, maintain accurate CRM records, and gather market and competitor intelligence to support data-driven decision-making.
- You'll collaborate with cross-functional sales teams to drive revenue growth, communicate service offerings effectively, and represent IQ-EQ professionally in all client interactions.

Qualifications

About you

- You hold a Bachelor’s degree, with strong accounting and/or financial services experience.
- You have at least 8 years of relevant client-facing experience in business development, ideally with a proven track record in the fund administration space.
- You possess solid knowledge of closed-ended and open-ended funds, including private equity and hedge funds.
- You are highly self-motivated, demonstrate strong integrity, and have excellent organizational and interpersonal skills.
- You have effective documentation and IT skills, including proficiency in Microsoft Excel, Word, and PowerPoint.

IQEQ
Know how Know you

Business Development Director – Debt, Credit & Corporate Services

Job Description

The **Business Development Director - Debt, Credit & Corporate Services** is responsible for driving the execution of the global debt & credit sales strategy for IQ-EQ Group's clients and ensures this drives the company's key objective of profitable organic growth.
The role will be accountable for achieving an annually agreed organic growth target that leads to the overall revenue growth of the Debt & Credit clients of the Group by setting out and executing a growth strategy addressing new client acquisition and commercial collaboration between the IQ-EQ offices and other segment leads.

The role also includes rolling out a consistent Go-to-Market strategy globally for the Debt & Credit market and drive commercial collaboration results to an agreed target level. The role also focuses on ensuring consistent pricing in line with the agreed pricing model and working with clients and teams to improve client profitability where required.

What you'll do

- You'll drive and execute the global Debt & Credit sales strategy, ensuring effective pipeline management, accurate forecasting, and consistent pricing oversight across regions.
- You'll build and deepen strategic relationships with Tier 1 debt & credit clients and business partners, leading reviews, supporting major pitches/RFPs, and maximising revenue through up-sell and cross-sell opportunities.
- You'll develop and enhance IQ-EQ's global value proposition for debt & credit clients by maintaining a collaborative commercial framework, expanding service offerings through new partnerships, and promoting a strong pro-compliance culture.
- You'll conduct market research, competitor analysis, and sector intelligence to identify new business opportunities, lift-out prospects, and support new product development.
- You'll monitor long-term client profitability, support negotiation efforts with local teams, and ensure Client Plans are actively maintained to drive growth, commercial collaboration, and multi-jurisdictional deal

Qualifications

- You hold a degree in Accounting, Law, Business Management, or a related field, along with at least one U.S.-recognised professional qualification.
- You bring 10+ years of experience in the Debt & Credit sector, including senior leadership roles, with proven success in commercial client-facing positions; experience with a Big 4 firm or an asset manager is an advantage.
- You have deep specialisation in debt & credit, including alternative investment funds, credit technologies, regulatory environments, debt origination, loan administration, and securitisation structures.
- You demonstrate strong achievements in Sales and Business Development, supported by solid company, product, and market understanding, particularly in business process management and continuous improvement.
- You possess superior management capabilities and a strong track record in senior leadership, with the ability to guide teams and drive strategic outcomes.

IQEQ
Know how Know you

Trust Manager

Job Description

What you'll do

Responsibilities:

- You'll administer private family trusts and their underlying companies, ensuring all trust-related activities are managed accurately and efficiently.
- You'll liaise with clients and external stakeholders, including bankers, to support trust administration activities and establish bank, investment, and brokerage accounts.
- You'll conduct periodic reviews of trust structures and due diligence requirements to ensure compliance with company policies and procedures.
- You'll monitor MAS statutory filing deadlines and help ensure all regulatory and compliance obligations are met in a timely manner.
- You'll be willing to serve as a Resident Manager and/or Director for Singapore client entities in the future, when required, and contribute to governance activities as a member of the Client Acceptance Committee.

Qualifications

About you

Requirements:

- You have a minimum of five years of trust administration or related experience, with a strong understanding of trust, legal, financial, or corporate secretarial practices.
- You hold relevant professional qualifications in Trust, Legal, Financial, or Corporate Secretarial disciplines, with STEP or Accounting qualifications preferred.
- You possess a strong understanding of applicable regulatory requirements, compliance obligations, and related industry policies.
- You are a proactive team player with a positive, can-do attitude, strong initiative, and the ability to thrive in a fast-paced, growing organization.
- You demonstrate exceptional attention to detail, strong communication and interpersonal skills, and the ability to meet deadlines.
- You are fluent in spoken and written Mandarin, as this role supports and manages a Mandarin-speaking client portfolio in Hong Kong.

Assistant Manager, Outsourced Accounting

Job Description

What you'll do

- You'll manage a portfolio of clients and serve as the primary liaison with clients, regulatory authorities, auditors, tax agents, corporate secretaries, and banks.
- You'll lead and supervise a team of accounting professionals, reviewing their work to ensure accuracy, completeness, and compliance with accounting standards.
- You'll prepare and review full sets of accounts, including statutory financial statements and other financial reporting requirements.
- You'll oversee payroll processing, CPF submissions, quarterly GST returns, and payment processing to ensure timely and accurate compliance.
- You'll support accounting, business, and regulatory matters for clients while participating in ad hoc projects and assignments as required.

Qualifications

About you

Requirement:

- You hold a Degree in Accountancy or ACCA qualification, with at least 4 years of experience in an outsourced or client accounting environment.
- You have proven experience managing service operations, client relationships, and the delivery of high-quality accounting services.
- You are skilled in preparing and reviewing financial statements, management accounts, and GST returns, with strong knowledge of Singapore Financial Reporting Standards, CPF, GST, and relevant tax regulations.
- You possess excellent organizational, prioritization, interpersonal, and communication skills, with the ability to work under pressure, meet tight deadlines, and lead by example.
- You are proficient in Microsoft Office applications, particularly Excel, and have hands-on experience using Xero accounting software, supported by a proactive "can-do" attitude.

Associate, Regulatory Compliance

Job Description

What you'll do

Our Regulatory Compliance Advisory team services MAS-regulated financial institutions, the majority of whom are Capital Market Services Licence holders for fund management activities.

Responsibilities:

- You'll set up and enhance clients' compliance functions post-MAS licensing, including designing tailored compliance manuals and monitoring programs
- You'll advise clients on ongoing regulatory requirements and handle requests for guidance on compliance-related matters
- You'll conduct regulatory compliance reviews aligned with MAS requirements and standards
- You'll manage ad-hoc projects impacting clients or the industry, such as regulatory changes, tax incentives, and new investment or technology frameworks
- You'll prepare regulatory reports based on MAS risk-based capital requirements and produce clear write-ups on regulatory updates affecting clients

Qualifications

About you

Requirements:

- You have at least 1–2 years of experience in regulatory compliance, audit, or legal functions within the financial services industry, while fresh graduates are also welcome
- You possess knowledge of the Securities and Futures Act and MAS Notices and Guidelines relevant to Singapore fund management companies
- You are capable of managing multiple stakeholders, including clients, senior management, and internal teams
- You demonstrate a positive, proactive attitude and are a fast learner with strong adaptability
- You are highly proficient in spoken and written English, with an advantage if you also have business-level Chinese proficiency

Senior Associate, Regulatory Compliance

Job Description

What you'll do

Our Regulatory Compliance Advisory team services MAS-regulated financial institutions, the majority of whom are Capital Market Services Licence holders for fund management activities.

Responsibilities:

Reporting to the team lead, you will take responsibility in fulfilling our clients' needs on full spectrum of regulatory compliance advisory work in relation to ongoing compliance monitoring, including but not limited to:

- You'll set up compliance functions for clients with MAS licenses, including designing tailored compliance manuals and monitoring programs aligned with their business needs.
- You'll advise clients on ongoing regulatory requirements and respond to requests for guidance on compliance-related matters.
- You'll conduct regulatory compliance reviews in accordance with MAS requirements to ensure adherence and identify gaps.
- You'll execute ad-hoc projects impacting clients or the industry, including analysis of tax incentive changes, new investment structures, and compliance technology adoption.
- You'll produce regulatory update write-ups and prepare regulatory reports based on MAS risk-based capital requirements.

Qualifications

About you

Requirements:

- You have at least 3–4 years of relevant experience in regulatory compliance, internal/external audit, or legal functions within the financial services industry, while entry-level candidates may be considered for an Associate role.
- You possess a strong working knowledge of the Securities and Futures Act and MAS Notices and Guidelines for Singapore fund management companies.

- You are capable of managing multiple stakeholders, including clients, senior management, team leads, and associates.
- You demonstrate a positive, proactive attitude and are a fast learner with a strong ability to adapt.
- You have high proficiency in spoken and written English, with preferred business-level proficiency in spoken and written Chinese.

IQEQ
Know how Know you

Head of Real Assets – APAC

Job Description

The Head of Real Assets – APAC is responsible for leading and growing IQ-EQ's real estate and infrastructure business across the Asia-Pacific region. The role will drive revenue growth, develop strategic client relationships, support cross-border opportunities and ensure IQ-EQ continues to strengthen its position as a leading service provider to real assets managers, investors and asset owners in APAC. The role will act as the regional market leader for the real assets segment, working closely with local offices and the Global Head of Real Assets to execute the global strategy while adapting it to APAC market dynamics and client requirements.

What you'll do

- You'll develop and execute the APAC Real Assets business plan, lead business development across real estate, infrastructure, and private capital markets, and drive revenue growth through new client acquisition and expansion of existing relationships.
- You'll manage the regional sales pipeline, convert strategic opportunities, support RFPs and client pitches, and coordinate pricing strategies and commercial negotiations for key business opportunities.
- You'll build and oversee strategic client plans, maintain priority client relationships, and resolve complex client and relationship matters to ensure high levels of retention and satisfaction.
- You'll represent IQ-EQ at industry events, identify emerging market trends, regulatory developments, and product opportunities, and partner with product and operations teams to strengthen the regional service offering.
- You'll foster collaboration across APAC offices, build a strong network of real assets professionals, ensure a consistent client experience, and contribute to business success through pipeline growth, cross-selling, cross-border referrals, profitability, and thought leadership.

Qualifications

About you

- You hold a bachelor's degree or equivalent; a professional qualification such as RICS, CA, CPA, CFA, or similar is highly desirable.
- You bring 10+ years of experience in Big 4 firms, fund administration, corporate services, asset management, real estate, infrastructure, or related sectors.
- You possess a strong network within the APAC real assets market and a proven track record in business development and client relationship management.
- You demonstrate deep expertise in real estate, infrastructure, alternative investments, and complex fund structures.
- You excel at managing senior stakeholder relationships and influencing key decision-makers across diverse environments.

Klay

Assistant Manager, Wealth Management Operations

Lead and oversee the end-to-end Operations function to ensure efficient client onboarding, trade execution support, settlement processes, operational controls, and continuous process improvement. The role is responsible for delivering operational excellence, mitigating risks, ensuring regulatory compliance, and supporting business growth through scalable and technology-enabled operational processes.

Key Responsibilities

- **Lead and develop** the Operations team to deliver efficient, accurate, and client-focused operational services.
- **Oversee end-to-end operations**, including client onboarding, trade lifecycle management, settlements, reconciliations, and exception resolution.
- **Ensure operational excellence** by maintaining strong controls, managing operational risks, and ensuring compliance with regulatory and internal requirements.
- **Build and maintain relationships** with internal stakeholders, clients, custodians, and external service providers to ensure seamless service delivery.
- **Drive process improvement and digital transformation** by leveraging **AI and automation** to streamline workflows, improve efficiency, enhance decision-making, and support business growth.
- **Monitor operational performance** through KPIs, reporting, and governance while leading strategic initiatives and fostering a culture of continuous improvement.

Skills & Knowledge

- Strong leadership and people management skills.
- Knowledge of client onboarding, KYC/AML, trade lifecycle, settlements, and operational controls.
- Understanding of private banking, wealth management, or investment operations.
- Strong analytical, problem-solving, and decision-making abilities.
- Excellent stakeholder management and communication skills.
- Experience in process improvement, automation, and digital transformation.
- High attention to detail with a strong risk and control mindset.
- Ability to manage multiple priorities in a fast-paced environment.

Requirements

- Bachelor's Degree in Business, Finance, Economics, or a related discipline.
- 7-10 years of experience in banking operations and client servicing.
- Minimum 3-5 years of people management experience.
- Demonstrated success in leading operational improvement or digital transformation initiatives.

Klay

Finance Manager

Key Deliverables:

Finance & Accounts

- Maintenance of financial controls and preparations accounts in line with IFRS
- Monthly payroll review and approval; Dews calculation review
- Revenue/Advisory calculation including Revenue invoicing, RM performance report
- Review and Accurate filing of regulatory returns (Quarterly & Annual PIB and VAT)
- Maintain comprehensive MAS reporting procedures and documentation in compliance with MAS guidelines
- Design/implement accounting systems, internal controls, other processes related to finance
- Timely and satisfactory completion of internal and external audit

Risk Management

- Treasury management
- Track progress of remediation of control weaknesses identified by Internal Audit, self-testing or controls assessment
- Assist in the development and monitoring of key risk indicators (KRIs) that are mapped to various risks to determine elevations in risk and proactively implement risk mitigation measures

Compliance & Control

- Compliance with all applicable laws, rules, policies and procedures and standards as communicated by the business from time to time

Learning & Development

- Keep abreast with relevant laws and regulations values
- Accountability, commitment, teamwork

Skills/ Knowledge:

- Strong knowledge of MAS regulatory reporting requirements
- Proven work experience as Chief Accountant, Senior Accountant
- Proficiency in Microsoft Office Suite

- Experience in book-keeping, closing of books, prepayment, fixed assets schedules etc
- Professional back-office support for customers, vendors etc
- High Level written and verbal communication skills in English
- Ability to be resourceful and proactive when issues arise
- Advance knowledge about IFRS and its implication on the books of accounts
- Multitasking and time-management skills, with the ability to prioritize tasks

Experience:

Minimum 10-12 years relevant experience in banking or financial institutions

MorganMcKinley
Part of Org Group

Vice President of Investor Relations

Key Responsibilities

- Partner with senior management to develop and execute fundraising and investor engagement strategies.
- Build and maintain relationships with family offices, private banks, fund of funds, endowments, pensions, and other institutional investors across Asia and globally.
- Manage the full fundraising lifecycle, including investor sourcing, meetings, due diligence processes, and closing activities.
- Serve as a key point of contact for existing and prospective investors, ensuring timely communication and relationship management.
- Coordinate the preparation of investor presentations, marketing materials, due diligence questionnaires, data rooms, fund documentation, and periodic reporting.
- Monitor market developments, investor trends, and competitive dynamics to identify new fundraising opportunities and strategic partnerships.
- Support ongoing investor communications and contribute to the firm's broader business development initiatives.

Requirements

- Bachelor's degree in Finance, Economics, Business, or a related discipline.
- 8+ years of relevant experience in investor relations, fundraising, capital raising, institutional sales, client solutions, private wealth, or related functions.
- Prior experience within private equity, private credit, alternative asset management, investment banking, multi-family offices, or private wealth platforms is highly preferred.
- Established network across family offices, ultra-high-net-worth investors, private banks, and institutional allocators, particularly within Singapore and Hong Kong.
- Strong understanding of alternative investments and capital formation processes.
- Excellent communication, presentation, and stakeholder management skills.
- Ability to thrive in a dynamic, fast-paced environment and manage multiple priorities simultaneously.

What's on Offer

- Opportunity to join a growing investment platform with ambitious expansion plans.
- High level of exposure to senior leadership and investment decision-makers.
- Entrepreneurial environment with significant scope to contribute to fundraising strategy and business growth.
- Competitive compensation structure aligned with experience and network strength.

Risk Director - Telecommunication

Morgan McKinley is partnering with a well-established, regional organisation to appoint a senior risk leader to drive enterprise-wide governance, risk, and compliance strategy across multiple markets. This is a high-impact role with strong visibility to senior leadership, offering the opportunity to shape group-level frameworks and influence strategic decision-making.

Key Responsibilities

- Drive the development and continuous refinement of enterprise risk and governance frameworks across the group
- Provide oversight on governance practices, ensuring alignment with regulatory expectations and internal standards
- Partner with senior leadership and functional heads to strengthen accountability and promote a strong governance culture
- Lead transformation and change initiatives within the governance, risk, and compliance space
- Support key business decisions by conducting risk assessments for strategic projects and investments
- Identify and escalate critical risks, ensuring timely visibility to senior stakeholders
- Manage cross-functional initiatives, aligning stakeholders across different geographies and business units

Key Requirements

- Minimum 12 years of experience in risk management, governance, compliance, or internal controls
- Strong track record in implementing group-level frameworks across multiple entities or regions
- Experience leading large-scale initiatives or transformation programmes within risk or governance
- Ability to engage and influence senior stakeholders without direct reporting lines
- Solid understanding of risk and governance methodologies and frameworks such as ISO or COSO
- Strong judgement with the ability to assess and escalate key risks appropriately

- Strategic mindset combined with hands-on execution capabilities

What This Offers

- A strategic, high-visibility role at a group level
- Opportunity to shape governance and risk practices across a regional platform
- Exposure to senior leadership and key decision-making processes

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Head of Treasury

Responsibilities

- Lead and manage the Branch's Treasury function, ensuring treasury activities are conducted in accordance with the Bank's policies, delegated authorities, Head Office guidelines, and applicable regulatory requirements.
- Oversee the Branch's liquidity management and ensure compliance with applicable local regulatory requirements.
- Direct and supervise Treasury dealers in analysing the Branch's liquidity position, domestic and international financial markets, and treasury products.
- Review, approve and monitor treasury transactions within the authorized limits, ensuring timely execution and adherence to internal controls.
- Lead the Branch's Asset and Liability Management function.
- Serve as a member of the ALCO, Credit Committee, Compliance Committee, Risk Management Committee and etc.

Job Requirement

- Bachelor's Degree in Banking & Finance, Commerce, Economics, Business or a related discipline.
- At least 20 years of relevant experience in treasury, financial markets or banking, including managerial or leadership responsibilities.
- Strong knowledge of treasury products, liquidity management, asset and liability management and financial markets.
- Good understanding of applicable regulatory requirements relating to treasury operations.

Senior / Wealth Portfolio Manager

JR00007570

WHO WE ARE:

As Singapore's longest established bank, we have been dedicated to enabling individuals and businesses to achieve their aspirations since 1932. How? By taking the time to truly understand people. From there, we provide support, services, solutions, and career paths that meet their individual needs and desires.

Today, we're on a journey of transformation. Leveraging technology and creativity to become a future-ready learning organisation. But for all that change, our strategic ambition is consistently clear and bold, which is to be Asia's leading financial services partner for a sustainable future.

We invite you to build the bank of the future. Innovate the way we deliver financial services. Work in friendly, supportive teams. Build lasting value in your community. Help people grow their assets, business, and investments. Take your learning as far as you can. Or simply enjoy a vibrant, future-ready career.

Your Opportunity Starts Here.

What This Role Is About

If you enjoy talking to people, learning new things, and helping others make better decisions with their money, this role could be a great fit for you.

As part of our Wealth Management team, you'll be based in an office environment, working primarily through tele-consulting to engage customers. You'll support customers at different stages of their lives — from starting their investment journey to planning ahead and protecting what matters most. Your role is to guide them with suitable solutions, one conversation at a time.

What You'll Be Doing

- Engage customers mainly through tele-consulting, along with in-person and virtual interactions to existing customers.
- Convert warm and cold leads into advisory appointments through structured tele-consulting
- Proactively identify, engage and develop new customer relationships through outbound advisory conversations
- Achieved monthly acquisition targets through outbound prospecting and follow-ups
- Build your customer base through structured outreach activities, tele-prospecting initiatives and customer engagement programmes
- Understand customers' needs, goals and life stages, and share suitable banking, investment and insurance solutions in a clear and responsible way
- Work closely with the Business Sales Manager to support business plans and contribute towards achieving team and individual KPIs
- Participate in bank-led events, roadshows and outreach activities to meet customers and support business growth
- Stay connected with existing customers by sharing relevant ideas, market updates and timely insights
- Set personal goals for yourself and work steadily towards achieving them, with guidance from your manager and team
- Keep learning and improving — whether it's product knowledge, market awareness or communication skills

Who You'll Enjoy This Role With

You don't need to know everything on Day 1 — that's what training is for. What matters more is your attitude and willingness to learn.

What You Can Expect From Us

- Competitive pay with a full benefits package
- Structured training and hands-on coaching to build confidence and skills
- Supportive managers and a collaborative team environment
- Recognition programmes that reward good performance (yes — including overseas trips)
- Digital tools that support effective tele-consulting and hybrid ways of working

This role is suited for you if you:

- Are curious about financial planning or wealth management
- Enjoy speaking with people and building rapport over the phone

- Are comfortable working in an office-based, tele-consulting environment
- Take pride in doing your work well and improving over time
- Are open to flexible working hours, including some weekends for events when required

Candidates with prior financial advisory experience may be considered for more senior positions.

Job Openings in Financial Services – 3 August 2026

Senior / Personal Wealth Manager

JR00000096

Who You Work With

Global Consumer Financial Services (GCFS) is all about helping consumers get what they want from life. It's a broad ambition. So, the team offer an equally wide range of services. From branch to premier banking and everything in-between. That's a lot to get your teeth into and many career paths to follow. And you'll be doing it all while learning from the best in an award-winning environment.

What You Do

As a Personal Wealth Manager, you will be based at one of OCBC's Island-wide branches, providing comprehensive, one-stop financial advisory and banking services to customers.

Your key responsibilities include:

- Providing holistic financial advisory services through the active promotion and cross-selling of OCBC's full suite of bank-approved wealth management products, including insurance, investments, Mortgage loans, unit trusts, structured deposits, and any other financial products and services approved by the Bank from time to time
- In consultation with Branch Manager, developing monthly action plans to achieve or exceed sales targets, supporting new business growth and customer acquisition objectives
- Adopting a consultative selling approach to understand customers' financial needs, life goals, and risk profiles, and recommending suitable solutions
- Performing account opening and any ongoing servicing for new and existing customers to deliver customer excellence, ensuring accurate documentation, timely follow-ups, and adherence to the Bank's policies and regulatory requirements
- Providing customer engagement and support through tele-consulting and the servicing of walk-in customers, as well as after-care support, including handling customer feedback and enquiries, and responding to customers' day-to-day banking and servicing needs in a timely and professional manner
- Working according to branch operating hours, and supporting roadshows, clients' events, and attending customer appointments as required to meet business and customer engagement needs
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- Proactively building and maintaining long-term customer relationships, deepening engagement through regular reviews and relevant financial insights

You don’t need to know everything on Day 1 — that’s what training is for. What matters more is your attitude and willingness to learn.

To help you succeed in your role, you will join our structured training program during the first 6 weeks of your career with us. Thereafter you will also have at least 5 training days every year to help you further develop your career and keep your skills sharp and up-to-date with the latest developments in the industry.

As a successful Personal Wealth Manager, you will have the option to take your career forward by either pursuing our Management Route, on the path of becoming a Branch Manager one day, or the Sales Route, growing into a Senior Relationship Manager working with premier private clients. Plus, as a top performer, you will be invited to trips, visiting great locations across the world from Paris, Barcelona to London and many more.

Who you are

- Preferably has a Degree or a Diploma with at least 2 years of relevant retail banking sales experience.
- Fresh Degree or Diploma holders are also welcome to apply.
- Results-oriented go-getter who works well under pressure.
- Prepared to have flexible working hours that may include working on weekends.
- Candidates with more than 2 years of relevant financial advisory experiences and proven sales records will be considered for Senior Personal Wealth Manager position.

This role is suited for you if you:

- Are curious about financial planning or wealth management
- Enjoy speaking with people and building rapport over the phone
- Comfortable working in one of OCBC’s branches, serving and assisting customers to deliver service excellence, and deliver KPIs through holistic financial advisory
- Take pride in doing your work well and improving over time
- Are open to flexible working hours, including some weekends for events when required

IBF CAREERS CONNECT

Job Openings in Financial Services – 3 August 2026

RAFFLES FAMILY OFFICE

VP, Compliance

Discover New Possibilities at Raffles Family Office

Raffles Family Office (RFO) offers a comprehensive, one-stop family office solution by providing a wide range of services including independent asset management (IAM), advanced wealth solutions, fund services, risk & resilience services. Our holistic approach ensures we cover all aspects of family governance and family constitutions from end-to-end. Headquartered in Hong Kong and Singapore, Raffles Family Office is also incorporated in Taipei, Shanghai, Beijing and Bangkok.

At RFO, we are people first – people who can think beyond labels. We are one dynamic and entrepreneurial team that values fun, respect and solidarity – just like a family. We are committed to fostering a workplace that nurtures a diverse yet inclusive corporate culture that supports professional growth. We believe that this will enable us to create true values and deliver better support for our clients.

Primary Responsibilities:

- Perform KYC/CDD and CCDD review and ensure it compliance with relevant rules
- and regulations, procedures and policies
- Mentor and supervise the junior compliance officer on day-to-day compliance
- work
- Monitor staff dealing (personal investment policy)
- Provide guidance and advice on employee licensing matters with the MAS
- Deliver compliance training
- Develop, update and review policies, procedures and guidelines from the
- compliance perspective
- Handle enquiries from regulators and external parties e.g., MAS
- Ensure Group AML and Compliance policies are properly implemented in SG as
- well as in compliance with the local regulations
- Handle ad hoc tasks as assigned by Group CCO
- Act as regulatory adviser to SG CEO and SG senior management
- Report to Group CEO and SG CEO

Requirements:

- Bachelor degree in business, finance, accounting, law or relevant disciplines.
- Legal or audit background is an advantage
- Min. 10 years of relevant working experience is expected. Experience on team
- management is an advantage.
- Able to perform compliance duty independently.
- Good knowledge of AML requirements, MAS licensing for CMS Licensee, and
- investment suitability requirements on discretionary portfolio / asset
- management.
- Understanding of local regulatory frameworks. Experience in handling regulatory
- exam is an advantage.
- Strong verbal and written communication skills in English and Mandarin.
- Detail minded with excellent communication and interpersonal skills.
- Ability to work in a fast-paced environment and handle multiple tasks simultaneously