

Details of the role	
Department	Wealth Management
Job title	Head of AIB Goodbody Inside (to be renamed) - Wealth Management
Temporary/Permanent	Permanent
Reporting to	Head of Wealth Advisory
Breakdown of the work involved	
<p>Goodbody is a leading financial services provider, with ambition to significantly grow its presence in the wealth management market in Ireland, following its recent acquisition by AIB Group plc. Goodbody has over 350 staff across Dublin, London, Cork and Galway and is proud of its strong diverse culture. Goodbody Wealth provides a full range of advice on investments, wealth and financial planning, portfolio management, treasury management, pensions planning and active trading. Our clients typically include high-net-worth individuals, corporates and business directors, trusts and not-for-profit organisations. Our services cover a broad range of activities, and our clients are supported by key experts in areas such as pensions, tax, property and investment management. Our success has been built on providing trusted solutions to our clients.</p>	
Day to Day Duties	<p>This is an exciting opportunity for a professional looking to further develop their career in wealth management, and to manage and lead the team responsible for delivering a consistent investment, planning and lending service offering to AIB originated clients, using a relationship-based approach. The successful candidate will:</p> <ul style="list-style-type: none"> ▪ Lead and develop a team of wealth professionals responsible for the management of the investment and planning needs of AIB originated clients ▪ Lead the team in building key relationships with AIB Private Banking relationship managers and staff on client propositions, investment and planning related matters ▪ Lead the team in supporting the AIB relationship managers and AIB network with Goodbody originated content, which will include organising, attending and participating in staff and client events both in person and online ▪ Lead the engagement with the Goodbody central investment team to ensure that client accounts are managed in line with client mandates, objectives, risk profile and timeline ▪ Lead the team in assisting to manage the client transition from AIB Private Banking to Goodbody, encompassing client communications, terms and conditions changes, renewal of information and model portfolio transition ▪ Lead the team in supporting the delivery, education and marketing of Goodbody propositions within AIB and maintaining an excellent working knowledge of AIB Private Banking and Goodbody propositions ▪ Assume responsibility for the team's annual budget with input into the overall budgeting process ▪ Grow FUM and revenue in line with business requirements and provide a framework for how it is intended to achieve this requirement ▪ Set up clear reporting and monitoring structures within the team

Day to day duties	<ul style="list-style-type: none"> ▪ Ensure the team provides an excellent level of professional wealth management advice and support to AIB and clients ▪ Ensure team is set up to cross-sell our capabilities, including financial planning, pensions and alternative investments ▪ Mentor, coach, train and develop both existing and new potential team members.
Qualifications required	
Specific industry qualifications	<ul style="list-style-type: none"> ▪ QFA, CFP or Registered Representative Examination/Certificate in Stockbroking, or be prepared to sit same within a reasonable time frame
Third level	<ul style="list-style-type: none"> ▪ A Masters / Primary degree or relevant professional qualification
Experience required	
Experience Required (Years)	<ul style="list-style-type: none"> ▪ A minimum of 10 years' experience in financial services, with proven track record in the financial advisory and investment management business ▪ A proven track record of leading and managing a team of investment professionals, together with a track record of working on his / her own initiative
Person specification	
Characteristics of the type of person this role may suit	<p>The successful candidate should ideally have the following attributes:</p> <ul style="list-style-type: none"> ▪ Excellent ability to communicate both written and verbally ▪ A strong sense of direction and drive ▪ A track record in people management ▪ An excellent knowledge of and a strong interest in financial markets ▪ Self-starter with energy, ambition, and a desire to progress and grow ▪ Strong interpersonal, numerical, presentation and communication skills ▪ Ability to motivate and drive a team ▪ Strong organisational and administrative skills with attention to detail ▪ A desire to grow a sustainable business model which is flexible to change ▪ The ability to gain the trust and confidence of both clients and colleagues and to have the integrity and frame of mind to develop long-term relationships with a broad range of clients ▪ A proven track record in balancing exceptional client service with challenging business development targets ▪ Significant energy and ambition, both for the business and personal development
Timelines	
How to Apply	<p>Please send your Cover Letter and CV to careers@goodbody.ie before the closing date of Wednesday, 27th July 2022 at 5.00pm.</p> <p>Please include responses to the following:</p> <ul style="list-style-type: none"> • What is your expected salary? • What is your current notice period? • Are you eligible to work in Ireland? • Have you been employed by AIB or any Group Company within the last 2 years? If 'Yes', please confirm your date of leaving AIB Group or any Group Company?

Goodbody has been a strategic advisor to entrepreneurs, families, private and public companies for over 145 years. We are a full service, investment-led business offering wealth management, asset management and investment banking services. How we work is equally important to us. Deeply proud of our heritage and reputation, quality advice and exceptional client service is at the core of our offering. Thanks to the commitment of all our employees Goodbody was recognised as a Great Place to work. If this sounds

like a company you'd like to work with, we'd love to hear from you. Goodbody is an equal opportunities employer and is committed to fostering an inclusive workplace which values and benefits from the diversity of our workforce.

Please read the Goodbody Recruitment Privacy Notice. By submitting your personal data to us, you acknowledge that you have read and understood this Privacy Notice and agree to the use of your personal data in line with this. We will only use the information that we collect about you lawfully in accordance with the Data Protection Acts, 1988 and 2003 and the EU General Data Protection Regulation (GDPR).