



Remo Marcel Wirz

Relationship Manager

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Personal Details:

22.10.1982 ■ Horgen ZH, CH ■ Swiss

Male ■ Married

Accomplished and highly innovative professional with entrepreneurial and technical flair coupled with extensive experience in relationship management and developing high value accounts. Highly analytical professional with ability to identify new business opportunities and executing a defined strategy. Excellent at assessing client needs and providing high value and bespoke solutions, creating business cases, negotiating, coordinating implementation across stakeholders and teams and following up to ensure long-term relationships. Efficiency in stewarding relationships, representing organisation to external audiences, while thriving in fast-paced environments. Excellence in collaborating with C-suite business leaders and executives to assess business challenges, introduce and promote solutions, remove roadblocks, and manage the sale-cycle. Out-of-box thinker with excellent strategic problem-solving, relationship-building, and interpersonal skills.

Areas of Expertise

- Relationship Management
- Business Analysis
- Digital Sales Solutions
- Revenue Growth & Optimisation
- Data Visualisation
- Client Satisfaction & Retention
- Agile Methodologies
- Sales Pipeline Management
- New Business Development
- Cross-team collaboration
- Project Management
- Regulatory Compliance
- Financial Analysis
- Reporting & Documentation
- Performance Improvement

Career Experience

Senior Corporate Client Advisor APAC, UBS AG, Singapore Branch, Singapore

2019 – 2022

Developed and expanded client portfolio of large and multinational corporations with significant value for APAC region to generate credibility and refine customer base. Established internal network to streamline and facilitate internal operations with focus on improving client experience. Reduced turnaround times and provided clients desired solutions to ensure maximum retention.

- Increased revenues from financing, cash management, trade finance, foreign exchange/hedging, and strategic transactions by 40% while coordinated with clients and acting as strategic sparring partner.
- Initiated and assisted with introduction of structured products for corporate clients in APAC while generating USD 100k+ revenues in first year and fostered status as key bank for clients in region.
- Expanded business by increasing referrals to other business units by four times.

Senior Corporate Client Advisor, UBS Switzerland AG, Zurich, Switzerland

2018 – 2019

Concentrated on high-value services including forex, hedging, and structured products, doubling revenues to maximise revenue growth of twofold in respective categories. Optimised potential client base through leveraging effective communication skills by 50%.

- Increased share of wallet of current customers and acquired new high-value clients, resulting in 30% increase in revenues and 40% increase in business volume by developing one of the top client books for corporate clients in the market region.

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Location Head Corporate Clients Bellevue SME, Deputy Head area Zurich East SME

2015 – 2017

Steered significant efforts in spearheading team of three client advisors as well as facilitated clients in attaining desired objectives. Provided clients with state-of-the-art and customised solutions in finance, cash management, foreign exchange, and hedging, in addition to strategic transactions. Assisted client advisors in achieving their specific sales, growth, and risk objectives and completing challenging client cases.

- Maximised revenue and sales expanding share of wallet of existing customers and obtaining new high-value clients by creating one of the top SME client books for corporate clients in region in terms of size and volume.

Additional Experience

Corporate Clients Advisor SME Clients | UBS AG, Zurich, Switzerland

Assistant to Corporate Client Advisor | UBS AG, Zurich, Switzerland

Assistant to Credit Analyst Multinational Clients | UBS AG, Zurich

IT-Consultant Assistant | OBT AG, Zurich, Switzerland

Education

Project Management and Agile, Google (online course at Coursea), 2023

Digital Marketing | National University of Singapore, Singapore, 2022

FlexiMaster in Business and Financial Analytics | Nanyang Technological University, Singapore, 2021

Master of Advanced Studies UAS Zurich in Corporate Finance & Corporate Banking | ZHAW - Zürcher Hochschule für Angewandte Wissenschaften, Winterthur/Zurich, Switzerland, 2018

Bachelor of Science in Betriebsoekonomie (business economics) ZFH, major in marketing, HWZ | University of Applied Sciences in Business Administration Zurich, Zurich, Switzerland, 2008

Professional maturity of commercial Type | KV Zurich Business School, Zurich, Switzerland, 2001

Certifications

Certificate in Advanced English, University of Cambridge

DELFL 1-4, Ministre de l'Éducation nationale de la République française

Business English (C1a), British Council Singapore

Certified Corporate Banker CCoB, UBS, Zurich, Switzerland