

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

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