



The VP, Brokerage & Advisory will lead Clarien's brokerage and investment-advisory business, combining senior client responsibility, people leadership, business development and first-line regulatory and operational oversight. The successful candidate will manage selected high-net-worth client relationships, develop a scalable advisory proposition and lead the team responsible for delivering strong client outcomes, sustainable growth and disciplined supervision. The role works closely with Private Banking, Investment Management, Trust and other Clarien businesses to deepen relationships and attract new assets across Bermuda and Cayman.

Key Responsibilities

- Act as lead advisor for selected high-net-worth and strategically important clients, providing investment advice within approved products, policies and regulatory requirements.
- Lead, coach and develop financial advisors, brokers and support personnel, with clear expectations for client service, growth, risk management and professional standards.
- Build and expand Clarien's investment-advisory proposition, including the service model, client segmentation, review standards, approved resources and consistent advisory tools.
- Develop and execute the annual brokerage and advisory business plan, delivering agreed growth in clients, assets and revenue through direct business development, internal referrals and professional intermediaries.
- Serve as the first-line manager for brokerage and advisory activity, including supervision, suitability, documentation, conduct, conflicts, client outcomes and timely escalation of concerns.
- Oversee day-to-day brokerage operations and work with Operations, Technology and external providers to manage trading, settlement, account maintenance, service issues and operational exceptions.

Qualifications and Experience

- A bachelor's degree in finance, economics, business or a related discipline is preferred.
- Typically 5-7 years of relevant experience in brokerage, investment advisory, wealth management or securities trading.
- Demonstrated success leading or supervising investment professionals and growing client relationships, assets or revenue.
- Strong knowledge of securities markets, investment products, brokerage operations and investment-advisory processes.
- Relevant securities registrations or professional qualifications; CFA, CIM, CFP, Chartered Wealth Manager or a comparable designation would be advantageous.

Skills and Attributes

Strong investment knowledge, commercial drive and client relationship skills; credible people leadership; sound supervisory judgement; high integrity; disciplined execution; and the ability to communicate complex market and portfolio matters clearly.

Clarien is an equal opportunity employer and offers a competitive compensation package commensurate with qualifications and experience.

Please submit a detailed cover letter and resumé no later than October 9, 2026 to:

Human Resources Department 25 Reid Street, Hamilton HM 11 P.O. Box HM 665, Hamilton HM CX
Email: jobs@clarienbank.com

We sincerely thank all applicants for their interest. Only those candidates under consideration will be contacted. For information on how we process your personal information, please visit our website Privacy Statement at <https://clarienbank.com/privacy-statement>.