Article

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Enjoyable Environment to Explore Your Talents By Sarah Bree, Client Adoption Executive, Financial Intermediaries, Deutsche Bank

Finding a job that is interesting, utilises your strengths and gives you a chance to develop a fulfilling career, whilst working in an enjoyable environment is something that a lot of young people dream of.

The fact that I have found such a position is not simply just good news for me - it's proof that these sorts of opportunities exist here within Jersey's finance industry.

Eye Opening Experience

Having completed my education at Jersey College for Girls where I developed an interest in crime and criminal behaviour during my A-Level Law course, I went on to study Criminology at Chester University.

I imagine going from a degree in Criminology to a job in finance isn't a typical career route, but I think it's testament to the variety of roles available within Jersey's finance industry that such a career path is possible. I knew after graduating in 2006 that I wanted to work in finance and was able to secure temporary employment within Jersey's banking sector at Deutsche Bank.

I joined the Client Adoption team within the Financial Intermediaries (FIM) division, an area of the Bank whose clients include trust companies, law firms, external portfolio managers and fund administrators. As well as dealing directly with clients I had to make sure that I communicated sensitive information accurately to my colleagues within the FIM and Compliance teams.

It was a real eye opener to discover that some of the areas I'd been interested in throughout my degree course were actually relevant to the day-to-day activities within a bank.

One of the Team

However, I'd always had my heart set on going traveling before committing to a permanent career path. So, after several months of temporary work at Deutsche Bank, I bid farewell to the team and

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Deutsche Bank International Limited is regulated by the Jersey Financial Services Commission and is licensed by the Guernsey Financial Services Commission to conduct Banking and Investment Business. headed to the south-east corner of Asia, to explore Singapore, Indonesia, Malaysia, Thailand, Cambodia, Laos and Vietnam. I even managed to squeeze in a trip to Los Angeles, Las Vegas and New York. It was a fantastic nine months and an amazing experience.

Upon my return I made contact with my old colleagues at Deutsche Bank and was fortunate enough to be offered another temporary assignment which, after a few months, led to a permanent position and cemented my position as 'one of the team'.

Having rejoined my colleagues as a Client Adoption Executive, still within the FIM division, I find myself dealing with a wide range of cases, including complex company structures with a wide geographic spread. Considerable research is therefore required to ensure the Bank's regulatory requirement to 'know your client' (KYC) is met.

The cases I am dealing with on a daily basis are becoming increasingly diverse and interesting, ensuring that each day is different from the last, which is a big attraction to working in this aspect of Banking.

Encouragement and Support

Becoming a permanent member of staff has helped me focus on my career development and enhance my knowledge and understanding of compliance, risk and legal issues, whilst the research element of the job makes use of my analytical skills.

After nearly a year working as a Client Adoption Executive, my thoughts turned to the possibility of taking up professional qualifications to complement both my degree and my work experience. So, with the Bank's support, I have recently embarked on the International Compliance Association (ICA) Advanced Certificate in Compliance and Financial Crime.

The nine month course requires dedication and commitment, particularly when it comes to studying after a hard day in the office. Fortunately, Deutsche Bank and my colleagues are extremely supportive and encouraging. Not only do I get a number of study days, but fellow colleagues are more than happy to offer their assistance, advice and guidance.

Fun Side

Client hospitality events are an enjoyable part of the job too. Earlier this year, for example, we arranged a cocktail-making evening in St Helier for clients, and in June I travelled to the Loire Valley with a group of clients for a golf event. Such activities give us the opportunity to cement relationships with clients in a more informal context.

Although I'm incredibly busy, I really enjoy what I'm doing - working with a great bunch of people and in an area that is naturally aligned with my interests and skills set. It may have seemed like a peculiar career path at first but I am glad I pursued it and thankful to Deutsche Bank for giving me that opportunity.

The fact that there are opportunities like this in Jersey is great news for those who are looking to match their interests and passions with an organisation that recognises genuine enthusiasm and is prepared to encourage career development.

Ends.