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Opportunities for Senior Positions for Local People: Wayne Martel, Deutsche Bank

There is a myth that, if you want to progress your career quickly and have a chance of reaching senior positions, leaving the island is compulsory. In fact, there are fantastic opportunities right here in Guernsey for local people, as Deutsche Bank's Wayne Martel has discovered...

Educated at Elizabeth College, Wayne Martel has held a number of senior positions at Deutsche Bank in a relatively short period of time. This has been due to a combination of his own ambition and making the most of the opportunities that a career in Guernsey's finance industry has offered him.

Having qualified as a Chartered Accountant with a local audit firm in 2000, a chance came along to join Deutsche Bank:

'I was looking to move into the banking industry,' explains Wayne, 'and it seemed like too good an opportunity to turn down – doing interesting work for a global business with an excellent reputation. It was definitely the right move.'

He became a manager in the Bank's Financial Control team where he worked for around five years, ultimately progressing to Head of Financial Control in Guernsey. He was then given the opportunity to move into the global private client trust business – the Fiduciary Services Division (FSD) - as Global Business Manager, supporting the Global Head in managing the business around the world, before being made Chief Operating Officer for the FSD:

'I was responsible for the day-to-day running of the operations of the Bank's private client trust business, which involved working with a team of around 100 colleagues across four locations, including Mauritius, Singapore and Geneva, as well as Guernsey. The remit was broad, including managing the take-on of new clients and overseeing the preparation of trust and company accounts. Variety was certainly a key element!'

The role also gave Wayne the opportunity to undertake a significant amount of travel, both in order to maintain contact with his own teams in the different locations and to meet with different divisions within the Deutsche Bank network. It's another example of the kind of exciting opportunities that have come Wayne's way during his career thus far:

'Developing a career with Deutsche Bank has been aided by the incredible support I have been given. I have certainly benefited from having access to cutting edge training, for example. My various roles have also given me an insight into aspects of the world of private banking that I would find difficult to gain elsewhere.'

Recently, Wayne has been offered the opportunity to take on the role of Branch Manager and Head of the Middle Office for Deutsche Bank in Guernsey, a new role that, whilst certainly challenging given the regulatory issues affecting both the industry and the island, is an exciting prospect:

'Although helping to drive a bank forward in these difficult times might seem a daunting task, it is actually hugely exciting. Deutsche Bank is in a strong position – I will be looking to consolidate that position and expand our offering. That's not something that comes along very often, and I've been granted that opportunity right here in Guernsey.'

Ends.