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Nationality: Swiss, Italian

Visa: UAE Golden Visa

## AREAS OF EXPERTISE

- **Client Relationship Management**
- **New Business Development & Acquisition**
- **Revenue Generation & Growth**
- **Wealth Management & Private Banking**
- **Sales & Commercial Strategy**
- **Negotiation & Account Planning**
- **Presentation & Customer Visits**

## EDUCATION

### CHIEF OF STAFF ASSOCIATION

ONLINE

SEP 2023 - DEC 2024

Certified Chief of Staff: Management Education

### IMD BUSINESS SCHOOL

LAUSANNE, SWITZERLAND

2022 - 2023

Team Leader Program : Management Education

### SINGAPORE MANAGEMENT UNIVERSITY

SINGAPORE

2017 - 2018

Master of Business Administration - MBA

### ZHAW SCHOOL OF MANAGEMENT AND LAW

WINTERTHUR, SWITZERLAND

2011 - 2015

BsC: Business Administration with Specialization in Banking and Finance

### KV BUSINESS SCHOOL ZURICH

ZURICH, SWITZERLAND

2006 - 2009

Kaufmann with Berufsmatura

# SANDRO CASCIANI

## Global Sales & Strategy Executive | Chief of Staff | Private Banking & Business Leader

Proven leader in private banking, sales enablement, and executive advisory across Switzerland, EMEA, and APAC. Successfully led multi-regional teams, built governance frameworks, and drove revenue growth – including CHF 20M+ in recurring income and a USD 180M fund launch. Trusted C-level advisor, with expertise in sales strategy, transformation leadership, and cross-functional collaboration. Adept at high-impact client programs, performance culture, and stakeholder management. Seeking a senior leadership role to leverage executive support, data-driven strategy, and global team leadership for organizational success.

## EXPERIENCE

### HEAD, BUSINESS DEVELOPMENT REGION EMERGING MARKETS (ED)

BANK JULIUS BAER | DUBAI, UAE

MAY 2024 – JUL 2025

- Led regional **sales management**, developing and driving initiative roadmaps in collaboration with market heads to achieve regional targets.
- Led **Key Clients Solutions** team, enabling over 70 high-impact client successes in areas like relocation, Golden Visas, institutional deal facilitation, and education.
- Advised Region Head on strategic priorities, including developing NNM dashboard, tracking pipelines, establishing KPIs, preparing board decks, and facilitating Executive Board discussions.

### HEAD, REGIONAL BUSINESS COORDINATION & INITIATIVES REGION EMERGING MARKETS (ED)

BANK JULIUS BAER | DUBAI, UAE

JAN 2024 - APR 2024

- Acted as a strategic right-hand to the Region Head during a critical transformation phase, ensuring seamless operational continuity and strategic alignment.
- Defined and implemented organizational structure for newly launched region, building robust reporting tools and enhancing cross-divisional visibility.

### HEAD, BUSINESS MANAGEMENT - GLOBAL INDIA & DEVELOPED MARKETS (ED)

BANK JULIUS BAER | DUBAI, UAE

JAN 2022 - DEC 2023

- Led a cross-functional team of business and risk managers across Zurich, Singapore, and Dubai, optimizing daily operations and advancing executive agendas.
- Coordinated and promoted the successful launch of the JB India Equity Fund (USD 180M+), leveraging global networks to maximize visibility and adoption.
- Built and implemented a robust governance structure for the Non-Resident Indian business, ensuring data cleanliness, precise classification, and clear internal agreements with the MEA sub-region for a holistic product and services offering across.

### BUSINESS MANAGER – EMERGING MARKETS SINGAPORE (D)

BANK JULIUS BAER | SINGAPORE

SEP 2018 - DEC 2021

- Supported market head for CEE, NRI, and EM regions, effectively managing sales pipelines, streamlining account openings, and coordinating front office compliance activities.
- Conducted first-line of defense checks and led the NRI flagging project across APAC, ensuring platform-wide data accuracy and regulatory compliance.

### EARLIER CAREER HIGHLIGHTS (2006 – 2018), BANK JULIUS BAER - VARIOUS LOCATIONS

- **Business Project Manager**, Singapore
- **Business Support Manager, CEO Office APAC**, Singapore
- **Junior Account Manager**, Zurich & International Offices
- **Deputy Team Head – Account Opening Task Force CH**, Zurich
- **Junior Relationship Manager / Assistant Key Clients Germany**, Zurich
- **Assistant Private Banking**, St. Moritz
- **Apprenticeship & Vocational Diploma**, Zurich

## LANGUAGES

English (Fluent), German (Native), Italian (Native)