

# SAL. OPPENHEIM

Privatbankiers seit 1789

## Personal Experience Reports by our Employees

ANNIKA DICKE  
CLIENT SUPPORT – INSTITUTIONAL INVESTORS, COLOGNE

### HOW DID YOU COME TO JOIN SAL. OPPENHEIM?

I have been acquainted with Sal. Oppenheim since I was at university. During my studies I got my first valuable insight into different areas at the Bank while working there as a student assistant. I found the combination of tradition, innovation and entrepreneurial spirit particularly fascinating and this moved me to apply for a job here. I also like the personal atmosphere at the Bank – the colleagues from the different areas are in close contact with each other.

At the same time, however, we are big enough to be considered a serious player in the Asset Management market environment.

### DESCRIBE YOUR RESPONSIBILITIES!

My main responsibility is advising German and international institutional investors in structuring their portfolios. This includes existing mandates as well as acquiring new clients. In addition to supporting institutional investors, we also maintain contact with investment consultants. Successful acquisition is based on marketing asset management products. Moreover, we act as our clients' representatives at the Bank, communicating their requirements internally to Product Development.

### WHAT DEVELOPMENT OPPORTUNITIES ARE AVAILABLE TO YOU?

Working in client support requires the ability to learn new things quickly and the skill to explain complex concepts clearly. Familiarity with the products quickly gives you access to important decision-makers in the companies you are supporting. At the same time, close contact is maintained with our own Bank management. I see an important development opportunity in assuming independent



### HIGHER EDUCATION AND PROFESSIONAL EXPERIENCE

- Studied economics at the University of Bonn
- Internship in the management accounting section of a software and consulting company
- Student assistant at Sal. Oppenheim in Asset Management and Equity Capital Markets
- Semester abroad in Los Angeles
- Career start at Sal. Oppenheim in Asset Management, Client Support – Institutional Investors

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responsibility for supporting and acquiring clients, as well as in establishing a wide network.

## WHAT IS DIFFERENT ABOUT WORKING IN A FAMILY-RUN PRIVATE BANK?

The work is characterised by flat hierarchies and short decision chains. The size of our Bank enables direct contact with different decision-making levels in the areas of research, portfolio management and reporting as well as close cooperation with various experts in the Bank. This makes the work very varied. One of our focal points is developing individual and innovative solutions. This is the reason for the particular promotion of creative and entrepreneurial thinking.

## WHAT RECOMMENDATIONS AND ADVICE WOULD YOU LIKE TO GIVE TO APPLICANTS?

Professional business relationships are key in collaborating with institutional investors in Asset Management. For this reason, broad background knowledge of the relationships between the capital markets, accompanied by a sociable nature are definitely essential.