



REDSTONE

Private Banking Search

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Private Banking Search

Redstone Private Banking Search are leaders in the global provision of search solutions for the international private banking and wealth management markets. Through our retained and contingency models, we are well placed to search and select worldwide talent.

The Private Banking and Wealth Management industries have changed significantly in the past 10 years. With new regulations, greater domestic competition and a more dominant emerging client base, you want to employ candidates that offer you a competitive edge, help you acquire new clientele and who are able to take your business to the next level. With our in-depth research and international networks, we are confidently able to present the best talent in today's market.

As a specialist private banking and wealth management search agency, Redstone Private Banking Search is passionately committed to delivering a rapid and accurate response to your human capital requirements.

- Retained Searches
- Contingent Searches
- Exclusive Contingent Searches
- Extraction Searches
- Salary Benchmarking
- Market Mapping
- Managed Advertising Campaigns
- Market Intelligence

The Team

Our consultants invest their time to better understand your business, culture and development plans. Each consultant is a specialist within their vertical market and is able to work on both Retained and Contingent searches across the globe. All candidates are screened and interviewed to ensure suitability and relevance for your role.

Our consultants provide a selection of global search solutions to a wide variety of Private Banks, Boutiques, Family Offices, Wealth Managers, Fund Managers and Investment Houses and are helping to build Redstone Private Banking Search into the leading provider of search solutions to the private banking and wealth management industry.



1. Retained Search

Retained search firm's fees are typically paid in thirds. The first 1/3 paid upon acceptance of search, the 2/3 upon provision of the candidate shortlist and the final 1/3 paid upon completion of the search. Redstone Private Banking Search aims to offer a structure weighted on the completion fee. We reduce the upfront risk for our clients by requesting 1/4 upfront and the rest upon successful completion of the search. We work closely with you to set the parameters of the search, a strategy for identifying, screening, evaluating and hiring the desired candidate. The Redstone Private Banking Search Retained methodology uses the full search capacity of an in-house resourcing team and targeted advertising campaign to provide a shortlist of the most appropriate and available candidates along with our recommendations.

2. Contingent Search / Exclusive Contingent Search

Using a "no-win, no-fee" search solution, we are able to harness our extensive database and developed market relationships to offer 3-5 candidates to match your needs within a quick time frame. Redstone Private Banking Search offers this search as a hassle free option, with no up-front commitment required from your side as we are only paid upon a successful introduction of a candidate. If we are given an exclusive search, we will be able to commit more research and time, whilst still on a contingency structure.

3. Extraction Search

For a heavily reduced fee, you tell us who you want and we go get them.

4. Salary Benchmarking

With extensive access to salary information across the market we are able to help you evaluate and ascertain the appropriate pay structure for your employees.

5. Market Mapping

Allows us to gain an in depth understanding of your search needs in conjunction with making a detailed assessment of your competitor's staff. This method allows us to track candidates who aren't actively looking for new opportunities and form an opinion as to where you might want to add talent. Our maps are principally useful when attempting multiple hires or as part of a continuous marketing campaign.

6. Managed Advertising Campaigns

Advertising can be a very useful and effective method of targeting potential candidates. Redstone Private Banking Search can advise on how to create a suitable advert and where to advertise it. We offer you our consultants to manage the advert traffic response and to filter out the candidates that match your requirements. We can run advertising campaigns confidentially or using your own branding.

7. Market Intelligence

Using our access to the market and in-depth research team, we are able to perform research analysis to gain an appraisal of your companies' current perception in the marketplace, how the market is faring presently and how your competitors are currently performing. We utilise primary and secondary research to increase your information flow on the market.





About Us

The Private Banking Team has been working with an international clientele helping them to source candidates to better offer cross border and off/on shore solutions to their clients. Redstone Private Banking Search has a global network of candidates and a comprehensive research team to assist, discover and extract the best in global private banking talent.

- Private Bankers
- Client Executives
- Account Managers
- Relationship Managers
- Fiduciary Services
- Family Offices
- Tax Consultants
- Compliance

