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ACCLAIM

RECOGNISING LEADERS ACROSS THE GLOBAL WEALTH MANAGEMENT INDUSTRY
THROUGH THE *WealthBriefing* AWARDS PROGRAMME

The Sixth *WealthBriefing*
Swiss External Asset
Management (EAM)
Awards 2026



When executive search becomes an art

The partner of choice for Switzerland's most distinguished private banks
and EAMs. Where the interests of client, candidate, and firm finally align.



When Executive Search Becomes an Art



Laurent von Moor
CEO
Hunkar Finance

The partner of choice for Switzerland's most distinguished private banks, EAMs, and family offices – where the interests of client, candidate, and firm finally align.

What does winning this award mean to your firm, and how will you use this recognition going forward?

This recognition means a great deal – not as validation, but as confirmation. Hunkar Finance was founded on a clear conviction: that executive search in Swiss wealth management was solving the wrong problem. The traditional model rewards activity; we built one that rewards outcomes.

Winning the *WealthBriefing* Swiss EAM Award for Excellence 2026 signals that the market has recognised that difference.

Hunkar Finance is a Geneva-based executive search firm specialising in the recruitment of senior wealth management professionals for private banks, external asset managers, and multi-family offices across Switzerland, Luxembourg, Monaco, London, and Dubai. We operate with a dedicated team across recruitment, sourcing, marketing, and legal, and have maintained a 100% placement success rate since inception.

We will use this recognition to do what we have always done: raise the standard.

What has been the most impactful innovation your firm introduced recently, and how has it shaped client outcomes?

Our most significant innovation is structural. We redesigned the incentive architecture of executive search from first principles.

While traditional models reward recruiters at contract signature, we align our interests fully with both client and candidate. Our engagement extends beyond placement, including structured six-month post-placement follow-ups and reverse recruiting – identifying institutions that genuinely align with a candidate's profile and long-term ambitions.

We also partner with a seasoned coach – a former banker with nearly fifteen years of experience – who supports professionals in

executing their business plans, reinforcing long-term success.

The result is a 100% placement success rate – not a marketing claim, but the outcome of a model that does not consider a placement complete until it has proven itself.

What are the key challenges you foresee in wealth management over the next five years, and how are you positioning your business to meet them?

The most pressing challenge is the shortage of truly qualified senior talent at a time of rising demand. The EAM sector in Switzerland continues to expand, but the pool of experienced professionals is not growing at the same pace.

At the same time, emerging financial centres – particularly Dubai – re intensifying competition for top talent. Switzerland retains strong structural advantages – stability, regulatory maturity, and a deep private banking ecosystem – but institutions can no longer rely on hiring approaches that historically produced failure rates above 50%.

How do you cultivate a culture that consistently drives excellence and high performance?

At Hunkar Finance, culture reflects a simple principle: we are only as good as the outcomes we deliver. Activity metrics – calls made, CVs sent, contracts signed – are irrelevant. The only measure that matters is whether the professional we placed is still thriving eighteen months later.

This creates a culture of rigour, honesty, and long-term thinking. We assess every profile holistically – from culture fit and mindset to experience, goals, and expectations – and evaluate the full context for both candidates and institutions.

Excellence is not a statement of intent. It is the discipline of asking better questions – and remaining accountable to the answers long after the placement is complete.

