Employment in Financial Services

Contributing Editor

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03. What documents should be put in place when engaging employees within the financial services industry? Are any particular contractual documents required?

🚦 Switzerland

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No special contractual documents are required when engaging employees within the financial services industry.

However, it is generally recommended to conclude a written employment contract with each employee. FINMA, for instance, requires a copy of employment contracts concluded with senior management of regulated entities.

In particular, the employment contract should reference the employer's (regulatory) set of directions and the employee's obligation to comply with said instructions. In addition, because regulated companies such as banks, securities firms, fund management companies, managers of collective assets or asset managers are required to obtain authorisation from FINMA before the engagement of key personnel, it may be sensible to include a condition precedent relating to FINMA's acceptance of the relevant employee in the employment contract.

The mandatory, partially mandatory, and optional elements of an individual employment contract are outlined in article 319 et seq of the CO (in particular regarding remuneration, working time, vacation, and incapacity for work). Further regulations may apply based on collective bargaining agreements.

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06. Is there a register of financial services employees that individuals will need to be listed on to undertake particular business activities? If so, what are the steps required for registration?



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There is no universal register of all financial services employees. Rather, different Swiss financial market laws provide for a registration requirement that may apply to individual financial service employees. Whether a particular financial market law, and, consequently, a registration requirement, applies to a financial services employee depends specifically on the regulatory status of the employing entity and the particular activity of that employee.

Also, client advisers of Swiss or foreign financial service providers (eg, investment advisers) may be
required to register with the adviser register, unless an exemption applies. Client advisers are the
natural persons who perform financial services on behalf of a financial service provider or in their own
capacity as financial service providers. Client advisers are entered in the register of advisers if they
prove that i) they have sufficient knowledge of the code of conduct set out in the financial services
regulations and the necessary expertise required to perform their activities, ii) their employee has
taken out professional indemnity insurance or that equivalent collateral exists, and iii) their employee
is affiliated with a recognized Swiss ombudsman in their capacity as a financial service provider (if
such affiliation duty exists).

Furthermore, "non-tied" insurance intermediaries (ie, persons who offer or conclude insurance contracts on behalf of insurance companies) are required to register with FINMA's register of insurance companies. To register, persons must inter alia prove that they have sufficient qualifications and hold professional indemnity insurance or provide an equivalent financial surety. "Tied" intermediaries will no longer be able to register voluntarily in the FINMA register (unless this is required by the respective country of operation for activities abroad).

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