

HSBC, Bermuda's largest private employer, offers an attractive benefits package including:

- Competitive base salary
- Performance related bonus
- Competitive pension scheme
- Reduced rate mortgage
- Comprehensive health insurance
- Share purchase plan
- Exceptional training and career development opportunities



Head of Financial Institutions Group (FIG)

Global Banking

Closing date 19 January 2012

HSBC Bank Bermuda Limited is seeking a dynamic individual who will be responsible for managing a business which covers global financial institutions with a focus on insurance clients. The position reports locally to the Head of Global Banking & Markets and functionally, to the Deputy Head Financial Institutions Group Americas.

Major responsibilities

- Primary responsibility for generating global revenues from the Financial Institutions client base and ensuring relationship profitability
- Leverage the local presence and global platform of HSBC to identify and cross-sell a full range of products and services, from transaction banking, to traded markets, capital markets, advisory and asset management
- Manage a large credit portfolio, and demonstrate clear understanding of global and sector-specific credit dynamics to ensure that opportunities and potential problems are identified proactively
- Engage at all levels with the clients including 'C' suite executives (CEO, CFO, COO)
- Proactively engage with business head peers and executive leadership, and contribute to the execution of HSBC Bermuda's strategy as member of the Senior Management Committee
- Lead and develop an effective team of Relationship Managers, Analysts and Administrators through communication, performance management, development plans and reward/recognition practices

Minimum qualifications

- University Degree and/or professional financial designation
- Minimum of 10 years experience with a major international financial institution, inclusive of a minimum of 5 years working experience within a client relationship management role in a global commercial or investment bank covering senior executives of multinational clients
- Proven ability at delivering incremental revenue across a diverse product set and proven ability at engaging with clients at the most senior level
- Expertise in insurance banking required, extensive knowledge of products and services relevant to global institutions, including global markets, capital markets, transaction banking and investment management
- Expertise across all areas of credit and lending, with particular experience in credit origination and loan documentation, including syndicated loans
- Familiarity with insurance rating agency methodology, as well as US and Bermudian insurance accounting and regulation
- Exceptional skills in management, team building, marketing, communications, negotiation, financial analysis and presentation

Interested applicants are invited to apply by sending your résumé and covering letter to:

Fax: 279 5826

Email: recruitment.dept@hsbc.bm

Recruitment Department
Human Resources
HSBC, Harbourview Centre
37 Front Street, Hamilton HM11

Application forms are available in all HSBC branches and at www.hsbc.bm

All enquiries will be held in strict confidence.

HSBC 
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