

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



# Chief Operating Officer - Commercial Banking

## Commercial Banking

Closing date 1 August 2012

HSBC Bank Bermuda Limited is seeking a dynamic and experienced individual who will be responsible for developing and implementing the infrastructure in line with the Target Operating Model that supports the Commercial business in Bermuda with a view to building a segmented customer experience, ensuring sales management processes, including provision of metrics and reporting, delivering of a cross-border proposition and delivering project management expertise for key initiatives across the business.

### Major responsibilities

- Directs the Commercial Banking support and operational functions of Commercial Banking, including overall accountability for operational integrity and audit issues
- Develops infrastructure and strategies that support an increase in quality and quantity for intra-and inter-regional business and drive cross-border business, embedding the principles of the LIB strategy
- Manages all major projects within the Commercial Banking business including plan initiatives, employee engagement initiatives, and training and development programmes
- Provides timely and accurate MI reporting to the senior executive of Global Commercial Banking

### Minimum qualifications

- University degree in business, finance, related field or equivalent experience with a minimum of eight years proven, progressive and broad-based commercial banking and operations experience
- Sound knowledge of commercial banking products and services, supporting systems and regulations impacting their delivery
- Strong credit knowledge and experience
- Strong managerial, planning, organisational, leadership, interpersonal and analytical skills

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

Fax: 279 5826

Email: [recruitment.dept@hsbc.bm](mailto: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](http://www.hsbc.bm)

All enquiries will be held in strict confidence.

**HSBC**   
The world's local bank