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- 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 Global Private Banking

## Global Private Banking

Closing date 10 October 2012

HSBC Bank Bermuda Limited is seeking a dynamic and motivated individual who will be responsible for managing all aspects of the Bermuda private banking business. The successful candidate will be required to develop strategies to generate revenue and profit in accordance with the agreed annual targets by developing the client base across all geographic regions. They will be responsible for managing and developing the teams of private banking and fiduciary officers that service each geographic region, providing support and direction with respect to new business initiatives, and will be actively involved in cultivating and developing both new and existing client relationships.

### Major responsibilities

- Developing and implementing a business strategy that is consistent with the Global Private Bank strategy, policies and guidelines. Enabling the organisation to maximise client service, economic profit and achieve the highest levels of shareholder return
- Developing and implementing the annual business plan, directing senior private bankers, managers and other direct reports in executing these plans ensuring new revenue and operating profit targets are met while protecting business assets and profitability
- Ensuring Relationship Managers and Team Leaders have complete marketing plans for all clients and segmentation policies are being adhered to. Plays an active role in new business and marketing efforts, especially with regard to high-net-worth clients; continuing to be actively involved in developing, managing and retaining key client relationships
- Ensuring the organisation's structure and environment is conducive to the development of a strong marketing culture, a high standard of customer service and operational efficiency, designed to promote increased productivity and profitability
- Leading and developing an effective team through communication, performance management, development plans and reward/recognition practices. Cultivating an environment that supports diversity and reflects the HSBC brand as well as providing management direction to foster effective recruitment and selection practices, reward, recognition and training and development programmes

### Minimum qualifications

- University degree with 15 years proven, progressive and broad-based banking experience or equivalent, and preferably an extensive background in international private banking
- Five years executive management experience, ability to demonstrate a high level of strategic, executive leadership and possess planning, team-building, business development, financial and risk management skills
- Excellent knowledge and at least eight years experience in investments, trust and estate planning, credit and private banking services, strong technical skills in each discipline
- Strong people management skills, flexible and an astute decision-maker along with a high level of communication skills and a proven ability to network with clients, their advisors and colleagues around the globe
- Ability to balance a series of complex relationships from different perspectives across the Group ensuring achievement of strategic objectives

*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.

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