

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



Relationship Manager, Premier

Retail Banking & Wealth Management

Closing date 10 April 2013

HSBC Bank Bermuda Limited is seeking a dynamic individual who will be responsible for ongoing business development and working closely with clients to deepen the relationship and provide holistic solutions to their wealth management needs. The successful candidate will work closely with partners to manage a dedicated client portfolio to ensure stringent service delivery standards are being met in this global premium proposition. Some joint management oversight of team associates will be required as well.

Major responsibilities

- Developing and maintaining personal banking for demanding, high net worth clients with per client revenues which are typically the highest in Retail Banking & Wealth Management
- Focusing on meeting the needs of individuals having investable assets between \$200K and \$4million
- Responsible for the growth, acquisition and retention of affluent/premier customers, and for providing clients with holistic full service banking and wealth management solutions
- Meeting the needs of an often-demanding cash-rich/time poor customer base. As a result, the jobholder may need to meet the customer in his/her home or place of work, as appropriate
- Internal interactions activities using a consultative or participative approach, encouraging positive peer relationship and treating others with respect. Establishing trust and sharing expertise, as needed, are key aspects of effective business development

Minimum qualifications

- University degree and five years relationship management experience within a banking or financial services environment
- Financial Planning designation - CFP or equivalent
- Professional designation in either Insurance or Investment, i.e. Series 7, CSC or equivalent
- Proven ability to meet the needs of clients in a customer driven environment along with the ability to deliver creative and flexible customer solutions
- Experience in adjudicating and approving credit facilities
- Excellent interpersonal skills as well as strong written and verbal communication skills
- Ability to negotiate

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.

