

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



Sales & Business Development Manager

Global Asset Management

Closing date 30 May 2013

HSBC Bank Bermuda Limited is seeking an experienced, dynamic and results focused Asset Management sales professional who has the capabilities to actively drive business development activities as part of an experienced Asset Management team.

Major responsibilities

- Pursuing potential business opportunities in existing and new markets through the implementation of an effective business development programme
- Researching industry segments and trends and liaising with product teams globally to develop business growth; coordinating and disseminating periodicals and technical materials to Bank partners and clients
- Effectively managing sales pipeline for specific client sectors, including cross-selling the full range of the Bank's products and services, as well as collaborative implementation of new products, strategies and sales channels to further build the business
- Managing and assessing sales activity results, as well as compiling analysis for senior management in support of business development and relationship building
- Developing contacts and relationships with industry professionals, including financial, legal and other advisors, and participating in appropriate community and business activities to promote the interest and reputation of the business

Minimum qualifications

- Bachelor's degree in business, economics or an equivalent field, with MBA or CFA preferred, plus a minimum of 8 years work experience in a global financial services organisation
- A proven track record of success in new business development, cross-selling, technical product knowledge, client relations/service and project management
- Excellent interpersonal, negotiation, written and oral communication skills
- A demonstrated collaborative team orientation, with the ability to be self-directed and entrepreneurial
- Extensive experience in banking and investment practices and products/services, including portfolio/fund management, mutual funds and other investment instruments, global markets and trends, international finance, product design/development/marketing, product management, strategy development and competitive analysis, portfolio valuation, investment regulation and compliance

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.

