

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 16 January 2014

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 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
- 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 senior 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

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

Email recruitment.dept@hsbc.bm
Fax 299 6524

Post Recruitment Department,
Human Resources,
HSBC Bank Bermuda Limited, 37
Front Street, Hamilton HM 11

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

All enquiries will be held in strict confidence.
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