

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

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Banking and Investment Business by
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HSBC ◇