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- Competitive base salary
- Performance related bonus
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- Comprehensive health insurance
- Share purchase plan
- Exceptional training and career development opportunities



Senior Manager Institutional Sales

Global Markets

Closing date 16 January 2013

HSBC Bank Bermuda Limited is seeking a professional who will be committed to building the foreign exchange, rates, equities, fixed income business in Bermuda. You will be expected to align the service needs of both target clients and distribution partners, delivering state-of-the-art product solutions and client service, along with sales and marketing support. The Senior Manager Institutional Sales will, specifically, be responsible for the sales of Global Markets products to the Institutional clients, as well as have responsibility for sales coverage of the overall portfolio of customers.

Major responsibilities

- Establishing new client relationships; cross-selling additional products to existing clients and building Institutional relationships within the jurisdiction
- Meeting client needs by importing solutions from Global Markets teams elsewhere in the HSBC Group
- Strengthening client relationship through high quality service, maintaining on-going relationships and communications
- Identifying and supporting product development, marketing, and operational initiatives intended to enhance Global Markets capabilities

Minimum qualifications

- Bachelor's degree in Finance, Economics or related field and a professional qualification
- Proven knowledge/experience of core Global Markets products, in particular foreign exchange and rates
- Proven sales experience; proven ability to structure a sales effort for Institutional clients or similar, lead a small team of sales people and deliver revenue against plan
- Strong communication skills and experience of networking effectively with internal stakeholders and clients
- Ability to develop and deliver sales related data to senior management, team members, etc. on a regular basis

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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Limited which is licensed to conduct
Banking and Investment Business by
the Bermuda Monetary Authority.

HSBC