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



# Head of Payments and Cash Management

## Payments and Cash Management

Closing date 5 March 2014

HSBC's Global Payments and Cash Management serves as a core service provider to Global Banking and Markets (GB&M) and Commercial (CMB) customers. Reporting to the Head of CMB Bermuda, the Head of PCM is responsible for proactively managing, leading and driving HSBC's Cash Management activities throughout Bermuda for corporate, commercial and financial institutions clients to position HSBC as the top provider of such services in each of its chosen customer segments and countries within Bermuda. The role holder is expected to contribute to the development of the Group's overall global cash management strategy and implement the global strategic direction for the payments and cash management business in Bermuda with a view to achieving maximum profitability and growth.

### Major responsibilities

- Securing and applying the required investment in people and technology to drive execution of strategy to further extend PCM's standing in Bermuda
- Developing and nurturing strong external relationships, with clients, strategic partners and regulators
- Ensuring effective management and development of relationships with key internal and external stake holders in the business while directing product development and product management strategy
- Developing and executing of sales plans and strategy along with ensuring client implementations are efficient and meet the expectations of clients and the Bank, both local and global
- Ensuring that PCM client service is recognised as the strongest in the market as well as identifying and capturing commercial opportunities to further drive business growth

### Minimum qualifications

- Minimum Education: University degree (BA) or (BS) with broad commercial banking and relationship management experience (min. 15 yrs experience) including an in-depth knowledge of the PCM business on a global basis
- Highly developed management skills, with experience in team building and managing a wide range of projects
- Ability to lead and motivate other managers and staff, employing appropriate management styles.
- Highly developed communication and influencing skills set.
- Experience of managing resources to achieve objectives using appropriate communication delegation and planning skills
- Ability to use strong judgmental skills to identify and resolve problems whilst maintaining budgets, time scales and quality of output.
- A sound knowledge of all aspects of the CMB business.
- An ability to appreciate the application of technology in relation to operations

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

Email [recruitment.dept@hsbc.bm](mailto: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](http://www.hsbc.bm)

All enquiries will be held in strict confidence.  
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