

Relationship Manager Associate

Commercial Banking

Closing date: 06 June 2014

- HSBC Bank Bermuda Limited is seeking a dynamic individual to support our Corporate Banking department in managing a complex portfolio of high value customers in order to meet and exceed service and sales objectives. The Relationship Manager Associate will be expected to continually improve the standards of customer driven behaviour, assist in the development of a robust service and sales culture through customer contact management, while operating a balanced approach to risk management.

Responsibilities

- Providing support to Relationship Managers with regard to client requirements, system procedures and processes as well as taking ownership for ad hoc projects as required by the business
- Optimising the current and potential future value of the existing base of customers and growing the portfolio; managing a portfolio typically comprising of captive and insurance customers
- Coordinating and delivering a consistent relationship management approach to customers and pro-actively acquiring new customers by interfacing with key executives of local insurance and insurance management companies
- Meeting the needs of an often-demanding customer base. As a result, off-site meetings may be required

Minimum qualifications

- University degree in Business Administration or Finance with at least three years previous banking experience with previous relationship management experience preferred
- Understanding of a needs based sales process and proven sales skills in a customer-driven environment
- Strong communication skills both written and verbal, good negotiation skills with the ability to deliver creative and flexible customer solutions
- Proficiency in Microsoft Office applications including Word, Excel and Powerpoint

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.

