

Country Head of Sales

Payments and Cash Management

Closing date: 24 July 2015

HSBC is seeking a high calibre, client-oriented professional to lead a team that services a complex portfolio of corporate clients at a portfolio level through the understanding of specific business requirements and delivering creative and flexible customer solutions.

Major responsibilities

- Developing effective strategies in managing a larger and/or more complex portfolio of clients; ensuring efforts to support business plans while meeting Company objectives by expanding existing profitable relationships and developing new relationships with potential long term customers or prospects.
- Lead and manage a team to deliver a superior service, the PCM and Group strategy and business objectives
- Be ultimately responsible for the performance management of your team, using relevant performance management tools, ensuring timely action is taken to improve underperformance, to maximise effectiveness of the team.
- Head of Sales is expected to meet clients and forge strong relations. To look for new opportunities, expand on the existing portfolio and ensure the performance of the client. Head of Sales has to also ensure client satisfaction including identifying and dealing with actual or potential business or relationship risks
- Head of Sales will be expected to work closely with a number of stakeholders and other business areas including, but not limited to other PCM Sales units, Product Management, Client Management, Country/Regional Service Centres, Sales Practice Management teams, Other Global Transaction Banking units, Global Banking and Treasury, Operational areas, Marketing, Third party business partners
- Driving delivery of objectives in line with organizational strategy enabling the achievement of business results
- Representing the business within and outside the Company, including Group, contributing to the development, retention and expansion of customer relationships and the business

Minimum qualifications

- University Degree and four years' financial services experience working in a large corporate company with cross border operations,
- At least two to four years' experience managing commercial relationships
- Strong written, communications, persuasion, negotiation, financial, analytical, decision-making, interpersonal, credit and sales skills

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.

