

# Relationship Manager, Premier

## Retail Banking and Wealth Management

Closing date: 6 May 2016

HSBC Bank Bermuda Limited is seeking a dynamic individual who will be responsible for ongoing business development and working closely with clients to deepen the relationship and provide holistic solutions to their wealth management needs. The successful candidate will work closely with partners to manage a dedicated client portfolio to ensure stringent service delivery standards are being met in this global premium proposition. Some joint management oversight of team associates will be required as well.

### Major responsibilities

- Develop and maintain personal banking for demanding, high net worth clients with per client revenues which are typically the highest in Retail Banking & Wealth Management
- Focus on meeting the needs of individuals having investable assets between \$200 thousand and \$4million
- Responsible for the growth, acquisition and retention of affluent/premier customers, and for providing clients with holistic full service banking and wealth management solutions
- Meet the needs of an often-demanding cash-rich/time poor customer base. As a result, the job holder may need to meet the customer in his/her home or place of work, as appropriate
- Internal interactions activities using a consultative or participative approach, encouraging positive peer relationship and treating others with respect
- Establish trust and sharing expertise, as needed, are key aspects of effective business development

### Minimum qualifications

- University degree and five years relationship management experience within a banking or financial services environment
- Financial Planning designation
- Professional designation in either Insurance or Investment, i.e. Series 7, Certified Securities Certificate or equivalent
- Proven ability to meet the needs of clients in a customer driven environment along with the ability to deliver creative and flexible customer solutions
- Experience in adjudicating and approving credit facilities
- Excellent interpersonal skills as well as strong written and verbal communication skills
- Ability to negotiate

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[www.hsbc.com/careers](http://www.hsbc.com/careers)

At HSBC we are open to different ideas and cultures and live by our values of being dependable, open and connected. HSBC is committed to building a culture where all employees are valued, respected and opinions count. We take pride in providing a workplace that fosters continuous professional development, flexible working and opportunities to grow within an inclusive and diverse environment. Personal data held by the Bank relating to employment applications will be used in accordance with our Privacy Statement, which is available on our website.

Interested applicants are invited to apply by sending a completed employment application and your résumé and cover letter to:

**Email:**  
recruitment.dept@hsbc.bm

**Fax:** 279-5826

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.

