

# Head of Business Development

## Retail Banking and Wealth Management

Closing date: 30 August, 2017

HSBC Bank Bermuda Limited is seeking a highly motivated Head of Business Development to join the Asset Management Bermuda team. This person will lead the overall business development activities within the Bermuda Asset Management business focusing on driving revenue opportunities within the Business.

### Major responsibilities

- Assist in the annual formulation of a strategic business development plan for the division and manage the execution of the plan in order to grow the business by sustaining, strengthening and increasing relationships with financial, legal and other intermediaries.
- Drive the Asset Management institutional sales through the Bermuda market and work closely with both international and local based colleagues to deliver appropriate solutions to our clients.
- Prepare and present client proposals, respond to potential business inquiries and make appropriate due diligence inquiries
- Establish new business relationships and strengthen existing ones, whilst ensuring fair outcomes for all types of customers
- Develop contacts with industry professionals including financial, legal and other advisors and participate in appropriate community and business activities to promote the interests and reputation of the Business.
- Devise plans and strategies to generate new business as well as increase revenue for existing ones.

### Minimum qualifications

- Minimum of a University Degree with 10 years of experience working within the financial industry preferably in an institutional asset management sales environment
- Expert knowledge of investment management strategies and products
- Demonstrated knowledge of business development, product knowledge and customer service skills with a focus on Asset Management services.
- Disciplined approach to business development with a proven record of building and converting sales pipeline
- Extensive knowledge of banking practices and products/services in the corporate treasury functions and international finance, world markets
- Understanding of local and international investment regulations
- Excellent presentation, interpersonal, written and oral communication skills with the ability to deliver to a sophisticated client base and Corporate Boards.

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.

**You'll achieve more when you join HSBC.**  
**[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.

