

GLCM Sales Manager

Global Liquidity and Cash Management

Closing date: 12 March 2018

HSBC's Global Liquidity and Cash Management serves as a core service provider to Global Banking and Markets and Commercial Banking customers. 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

- Responsible for providing customized, domestic and cross-border cash management products and services to Bermuda domiciled customers and US-parented multi-national customers or prospects in Global Banking or Wholesale Banking to contribute to maximized Group profitability and relationship depth.
- To act as the principal negotiator for new Global Liquidity and Cash Management (GLCM) business and to identify cross selling opportunities for Group providers.
- Responsible for designing and implementing workable, innovative solutions to customers' individualized needs and generating and receiving referrals for Company and Group products and services.
- Communicate customer product and service requirements to Product Management to help design and implement enhancements to existing products and develop new products to ensure delivery of high quality product and service to the customer base.
- Maintain awareness of credit, audit and regulatory requirements. Maintain awareness of international competitive, economic, political and regulatory environments affecting the portfolio; inform management of issues affecting competitiveness.

Minimum qualifications

- University Degree with a minimum of three years proven and progressive corporate banking experience, concentrating in Global Cash management products, or equivalent.
- Strong sales, interpersonal, communications, negotiations, analytical, presentation and decision-making skills
- High level of business acumen and commercial awareness, together with a sound knowledge of the full range of Cash Management products.
- Ability to interact with commercial customers of various corporate structures

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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. All enquiries will be held in strict confidence.

