

Relationship Manager – International Team

Wholesale Banking

Closing date: 16 July 2018

HSBC is seeking a Relationship Manager to join their Wholesale Banking division, specifically the International team. Wholesale Banking provides international financial services solutions that support businesses ranging from large corporates to mid-market enterprises in a variety of industry sectors all over the world.

Major responsibilities

- Growing the business sustainably by identifying opportunities to expand a portfolio and broadening client relationships through leveraging HSBC's extensive network
- Gaining an understanding of the client through proactive credit risk assessments and customer due diligence reviews
- Collaborating with Global HSBC colleagues to deliver appropriate needs-based solutions for customers
- Confidently managing financial crime risk throughout the client lifecycle by identifying, assessing, accepting, monitoring, escalating and mitigating risk
- Adhering to all applicable operational risk HSBC Standards and policies, reporting any breaches in accordance with local procedures

Minimum qualifications

- University Degree in Business Administration or related field
- Minimum five years of experience in managing commercial relationships with international needs, and a proven ability in identifying and meeting customer needs through matching a broad range of products and services
- Superior business acumen and commercial awareness including economic, cultural, procedural and regulatory issues
- Sound interpersonal skills and ability to interact and build relationships with internal and external stakeholders
- Outstanding time management, planning and organisation skills
- Excellent range of communication skills, including written, verbal, and the ability to deliver compelling presentations

You'll achieve more when you join HSBC.

www.hsbc.com/careers

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: 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.

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.

