

# Corporate Treasury Solutions Originator

## Global Markets

Closing date: 8 February 2019

Global Markets Corporate Services (GMCS), part of HSBC Global Banking and Markets, is responsible for serving corporate clients. As part of GMCS, Corporate Treasury Solutions (CTS) will service the group's Strategic clients at the senior Treasurer and C-Suite level, addressing their needs through the provision of client relevant products, solutions and thought leadership.

This role requires strong client experience and a good understanding of financial products in order to develop long lasting trusted relationships whilst improving product penetration and wallet share across the Bermuda Corporate business.

### Major responsibilities

- Responsible for assessing client need where Global Markets products can be solutions for the target customer base
- Develop and own new and existing relationships within the identified strategic client base
- Identify leads, create and implement business plans to support risk and financing needs for clients. Identify opportunities that address specific needs for our clients and managing from identification through post trade process
- Assessment of client risk profiles to drive solution origination. Market product and pricing frameworks to clients and create partnerships to convert client needs into deals. Construct and execute a business plan and translate market needs into marketable solutions for clients
- Drive leadership and coordination with Commercial Banking (CMB) and Global Banking (GB) to ensure early stage deal support, including development of relevant content
- Drive efficiency and profitability by championing adoption and use of relevant service offerings to meet client needs, for example migrating transactional business to the self-service e-capability or identifying further opportunities for the offshore capability to support GMCS
- Grow and maintain deep and broad customer and business relationships to enhance the HSBC franchise and generate value added business

### Minimum qualifications

- Degree or professional qualification
- Minimum 5 year experience of dealing in Financial Markets Solutions for sophisticated clients,
- Analytical aptitude in accordance with demands of the role (size of the organization, business knowledge process, compliance/risk nature of the function, intensity and diversity of change, competitive landscape for resources)
- Excellent presentation & communication skills, including advanced knowledge of PowerPoint & Excel
- Good understanding of Capital Markets, covering foreign exchange instruments (Spot, Options, Swaps, Forwards and Futures) and interest rate derivatives and an ability to understand & manage a diverse and sometimes complex, product set
- Strong communication, negotiation / influencing and presentation skills
- A good understanding of the Bermuda market will constitute a plus

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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

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.

