

Corporate Banking Relationship Manager

Wholesale Banking

Closing date: 17 September 2021

HSBC Bank Bermuda Limited ("HBBM") invites applications for the position of Corporate Banking Relationship Manager within the Wholesale Banking division. Reporting to the Senior Relationship Manager of the Corporate Real Estate team, the incumbent will be expected to plan, initiate, develop, and drive the initiatives for their client portfolio, with responsibility for profitability and performance of their assigned portfolio.

Major responsibilities

- Building on existing relationships, as well as winning new long-term relationships with customers that align to our business model and strategy
- Develop effective strategies to manage customer relationships, anticipate customer needs, and provide a superior quality service
- Monitor relationship profitability regularly and ensure that the return is commensurate with the type of client and aligns to both HBBM's and the client's risk appetite
- Collaborating with product partners to identify and match customer needs with relevant expertise, notably with Global Trade & Receivables Finance, Global Liquidity & Cash Management, Global Banking & Markets, and Global Asset Management
- Establish an effective working relationship with Risk Management teams, in order to validate the accuracy of the customer risk profile
- Adhere to structures and processes in place for the management of credit, operational, reputational, and regulatory risk

Minimum qualifications

- Bachelor's Degree in Finance, Accounting or related field
- Minimum 3 years of experience in managing commercial relationships with international needs
- Proven ability in identifying and meeting customer needs by matching a broad range of products and services
- Knowledge of Trade, Global Liquidity & Cash Management, Global Banking & Markets, Global Asset Management and Wealth & Personal Banking products and capabilities
- Good level of business acumen and commercial awareness, including economic, cultural, procedural and regulatory issues
- Strong credit assessment skills, particularly with regard to more complex and structured facilities with a commercial real estate and/or international dimension
- Excellent interpersonal skills and ability to interact and build relationships with internal and external stakeholders

Interested applicants are invited to apply by sending a completed employment application form, 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.

You'll achieve more when you join HSBC.

HSBC is committed to our purpose of Opening up a World of Opportunity by valuing difference, succeeding together, and taking responsibility. We are open to different ideas and cultures, and strive to build an environment 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.

