

Business Performance Director

Wholesale Banking

Closing date: 22 November 2021

HSBC Bank Bermuda Limited invites applications for the role of Business Performance Director. Reporting to the Head of Wholesale Banking (WSB), this key leadership position will be responsible for supporting all business lines within WSB, specifically Business Banking, Middle Market Enterprises, and Global Banking, in achieving their business, financial, and risk management objectives.

Major responsibilities

- Shaping and delivery of strategies to facilitate WSB achieving its stated objectives, relationship growth, and proactively managing the risk agenda to enable sustainable business growth
- Participating in business planning activities, which may include financial, technological, and resource planning
- Facilitate and support senior management decision making by developing and using management and performance information, analytics, forums, stakeholder feedback and HSBC strategy data
- Align and manage sales initiatives and sales resourcing to drive sustainable growth and exceptional conduct
- Assist in the management of activities and resources to ensure business opportunities and risks are effectively captured through the employment of available resource and expertise
- Provide oversight of Credit Risk related matters, including product governance, projects, and the provision of structuring advice on complex lending proposals
- Develop an expert knowledge of the WSB customer base, products, market trends, and competitor activities in order to inform strategic management direction and to provide input into key future business initiatives
- Ensure that customer experiences and opportunities to meet customers' needs are optimised through execution of sustainable client plans

Minimum qualifications

- Bachelor's degree in Business, Finance, or related field or equivalent experience
- Minimum of ten years proven and progressive Wholesale and / or Commercial Banking experience or equivalent, including a minimum of five years in a customer facing role
- Excellent technical knowledge relating to Wholesale Banking products, risk management, asset and liability management and pertinent regulations impacting Wholesale Banking activities
- Superior organisational skills, which will require clear decision-making, analytical problem-solving and outstanding communication and interpersonal skills
- Strong customer centricity and proven track record of building successful customer centric teams and positive customer outcomes through a multi-channel, geographically based customer relationship management business model
- Ability to work in a team-oriented environment and effectively influence senior stakeholders across various business lines at different levels within the organisation and externally

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.

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. All enquiries will be held in strict confidence.

