

Premier Relationship Manager

Wealth and Personal Banking

Closing date: 13 May 2022

HSBC Bank Bermuda Limited is seeking a dynamic individual responsible for ongoing business development and relationship management with a high net worth and sophisticated client group. Reporting to the Wealth Sales Manager and working closely with internal partners to provide wealth management solutions to meet our clients needs.

Major responsibilities

- Identify business development opportunities and maintain relationships with high net worth clients
- Responsible for the growth, acquisition and retention of customers, and proactively providing them with full service banking and wealth management solutions
- Establish trust, build relationships and share expertise with stakeholders

Minimum qualifications

- Professional designation in Investments, i.e. Series 7, CSC or equivalent
- Proven ability to meet the needs of clients in a customer driven environment along with the ability to deliver creative and flexible customer solutions
- Excellent interpersonal skills as well as strong written and verbal communication skills
- Strong negotiation skills
- Experience with retail credit facilities
- Willingness and ability to meet with clients outside of the office as well as flexible working hours.

Interested applicants are invited to Join our Talent Community by applying via

[HERE](#)

https://mycareer.hsbc.com/en_GB/jointalentcommunity?pipelineId=42958&source=HSBC+Careers