

HSBC, Bermuda's largest private employer, offers an attractive benefits package including:

- Competitive base salary
- Performance related bonus
- Fully funded pension scheme
- Reduced rate mortgage
- Comprehensive health insurance
- Share purchase plan
- Exceptional training and career development opportunities



Senior Relationship Manager

Global Banking

Closing date 21 October 2011

HSBC Bank Bermuda Limited is seeking a dynamic, motivated professional that will be responsible for the management of a credit portfolio of multinational Global Banking clients, across the financial institutions and corporate sectors. Application of risk management tools, from credit to customer due diligence, is critical to the role. In addition, the successful candidate will be accountable to identify solutions and manage inbound clients to Bermuda across transaction banking and markets spectrum.

Major responsibilities

- Accountability for managing \$1B+ institutional and corporate credit portfolio, applying appropriate risk management tools, and utilising Group profitability tools to measure deal and relationship returns. Support management reporting associated with portfolio, and lead presentations as required
- Actively drive strategic/business initiatives with minimal daily supervision, working closely with product sales and service teams, and by engaging with wider HSBC network. Support and motivate subordinates, if applicable, to achieve these goals
- Delivery of HSBC's product and capability suite to assigned client portfolio, demonstrating solid grasp of flow and strategic business opportunities. Oversee RFP preparations, lead presentations, support all aspects of financing and client due diligence (incl. KYC) related to assigned portfolio(s)
- Actively pursue client calling program and log progress through call reports and weekly deal pipelines utilising global client information systems

Minimum qualifications

- University degree or equivalent, preferably in Accounting, Finance, Business Administration, Economics
- Credit training in both Financial Institution credit and Corporate credit. Demonstration of a clear understanding and application of credit and enterprise risks associated with clients individually and as an industry. Demonstrated ability to handle negotiations, credit documentation, including term sheets and loan contracts
- At least 8 years proven and progressive financial services experience. Knowledge of front and back office functions would be an advantage.
- Proven track record of negotiating and dealing at all levels, demonstration of a clear understanding of credit and enterprise risks associated with clients individually and as an industry

Interested applicants are invited to apply by sending your résumé and covering letter to:

Fax: 279 5826

Email: recruitment.dept@hsbc.bm

Recruitment Department
Human Resources
HSBC, Harbourview Centre
37 Front Street, Hamilton HM11

Application forms are available in all HSBC branches and at www.hsbc.bm

All enquiries will be held in strict confidence.

HSBC 
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