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# Senior Relationship Manager, Community & Economic Development-18 months

Commercial Banking

Closing date 26 October 2011

HSBC Bank Bermuda Limited is seeking a dynamic and experienced individual who will be responsible for establishing and maintaining relationships with community groups and identifying the banking needs of these groups. They will also identify opportunities for, make recommendations and help implement and oversee special economic empowerment program initiatives or other identified community programmes. Additionally, they will design strategy, budgets and establish priorities for economic empowerment initiative contributions.

#### Major responsibilities

- Responsible for executing and monitoring the bank's contribution to the economic empowerment initiatives in concert with the Bermuda Government
- Design, manage and monitor special economic empowerment or other community development programmes
- Oversee and direct the sourcing, underwriting and closing of high quality qualified lending and investment portfolios for economic empowerment initiatives
- Work with the Bank's charitable foundation to seek opportunities to align their direction with economic empowerment initiatives
- Ensure the team is meeting all community development requirements of the existing economic empowerment public commitment

#### Minimum qualifications

- Post graduate degree in business, finance, public administration, related field or equivalent experience
- Minimum of 10 years proven and progressive banking experience in similar role with an emphasis on experience establishing and driving economic empowerment initiatives
- Extensive knowledge of the community development industry and successful track record in managing teams and relationship management
- Strong communication and presentation skills; excellent negotiations, analytical and decision-making abilities

*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](http://www.hsbc.bm)*

*All enquiries will be held in strict confidence.*

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