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# Head of Payments and Cash Management

## Banking Services

Closing date 17 November 2011

HSBC Bank Bermuda Limited is seeking an individual for the role as Head of Payments and Cash Management. The HSBC Group is a leading provider of Payments and Cash Management (PCM) services throughout the world. In Bermuda, PCM plays an integral role in the success of the Bank's operations and is a critical component for key clients and market sectors within the Corporate and Institutional Banking (CIB) and Commercial Banking (CMB) Customer Groups.

### Major responsibilities

- Securing and applying the required investment in people and technology to drive execution of strategy to further extend PCM's standing in Bermuda
- Developing and nurturing strong external relationships, with clients, strategic partners and regulators
- Ensuring effective management and development of relationships with key internal and external stakeholders in the business while directing product development and product management strategy
- Developing and executing of sales plans and strategy along with ensuring client implementations are efficient and meet the expectations of clients and the Bank, both local and global
- Ensuring that PCM client service is recognised as the strongest in the market as well as identifying and capturing commercial opportunities to further drive business growth

### Minimum qualifications

- Minimum Education: University degree (BA) or (BS)
- Minimum of 10 years' Payment and Cash Management and Global transaction banking experience
- Strong external orientation, commercial acumen and strategic thinking skills
- Ability to apply and manage technology as a business manager
- Previous balance sheet and P&L management experience
- Possession of the Association of Corporate Treasurers (ACT) Certificate in International Cash Management (ICM) would be an advantage

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

Fax: 279 5826

Email: [recruitment.dept@hsbc.bm](mailto: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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