

Job Advert Details

Some careers have more impact than others.

If you're looking for a role where you can continue to make an impression, take the next step at HSBC where your contributions will always be valued.

In Wealth and Personal Banking, we serve 41 million customers globally, including 6.7 million who are international, from retail customers to ultra-high net worth individuals and their families. We help our customers to take care of their day-to-day finances and to manage, protect and grow their wealth. Our international network and breadth of expertise enable us to deliver on HSBC's purpose of opening a world of opportunity by providing our customers with borderless banking and world-class wealth management through best-in-class, mobile-first capabilities, and exceptional people. Our key areas of operations include Retail Banking and Wealth Management, Asset Management, Global Private Banking, Insurance, and Chief Operating Office.

We are currently seeking an experienced professional to join our team in the role of Business Development Officer.

Principal Responsibilities

- Handle high net worth customers and be able to negotiate and communicate fluently.
- Work with Branch Manager to plan daily/weekly/monthly sales activities in line with agreed sales plan and overall sales strategy.
- Be up to date on existing products and services, policies, procedures, processes and systems.
- Build relationship with key and top corporates to explore business opportunities and cater to their banking needs.
- Update and maintaining accurate record of all sales activities in a timely manner and maintenance of Sales quality with minimum validations.
- Achieve the individual sales plan in a consistent manner.
- Maintain a professional and fair conduct in all dealings with customers and other stakeholders at all times.
- Provide a level of service expected by HSBC standards, putting the customer at the center of everything we do.

Requirements

- Previous experience and knowledge in handling high net worth customers.
- Sound knowledge on branch banking, products, services and processes.
- Ability to provide solutions to customer queries.
- Multi-tasking and ability to work under pressure.
- Excellent communication skills (written and spoken) and negotiation skills.
- Build respect through fostering honest two-way communication.
- Be able to work independently.
- Positive attitude and be customer focused.

When applying please submit a full resume.

You'll achieve more at HSBC.

HSBC is committed to building a culture 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.