

## Job Advert Details

Some careers have more impact than others.

If you are 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.

International Wealth and Premier Banking (IWPB) helps deliver on HSBC's purpose of opening up a world of opportunity by providing our customers with borderless banking and worldclass wealth management through best-in-class, mobile-first capabilities, and exceptional people. Our international network and breadth of expertise enable us to support individuals, families, business owners, investors, and entrepreneurs. International Wealth and Premier Banking provides a leading premium proposition through Premier Banking and, together with our Private Bank, are present across the world's most important markets, booking centers, and corridors most valued by our clients. Our wealth offering is further enhanced through our best-in-class manufacturing capabilities in Asset Management and Insurance.

We are currently seeking ambitious individuals to join our **Sales team** in the role of **Business Development Associate**.

### What will you be doing as a Business Development Associate?

#### Contributing to the Wealth and Personnel Banking business by:

- Working with Sales Managers to plan daily/weekly/monthly sales activities in line with agreed sales plan and overall sales strategy.
- Consistently achieving individual sales plan.
- Updating and maintaining accurate record of all sales activities in a timely manner.
- Building relationship with key and top corporates to explore business opportunities and cater to their banking needs.

#### Adopting a needs-based selling approach by:

- Building a rapport and establishing customer needs.
- Identifying and matching customers' financial needs to the retail banking solution.
- Consistently following-up and following-through on customer's application within the stipulated timelines.

#### Complying with the code of sales ethics and professional conduct by:

- Maintaining a professional and fair conduct in all dealings with customers and other stakeholders at all times.
- Meeting and upholding requirements of Sales Quality Standards.
- Maintaining absolute confidentiality with regard to customer information.

#### To be successful in this role, you will need the following:

- Applicable for Sri Lankan citizens and Sri Lankan passport holders only.
- Successful completion of GCE O/L and GCE A/L Examinations.
- Be able to commit to a one-year Fixed Term Contract period.

**When applying please submit a full resume. Upon submission of your CV, you will be invited to complete an online assessment; kindly ensure it is completed within 2 days of receipt.**

- You'll achieve more at HSBC.