

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.

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 Mobile Sales Force Management Information and Analytics Officer.

Principal Responsibilities

- Conduct & produce operational aspects of MIs and analytics to ensure optimum accuracy and efficiency levels.
- Support MSF Ops Manager, the Head of Sales, Manager TPSA in steering Run the Bank & other governance forum updates, providing value added insight on trends observed.
- Support MSF teams by providing any ad hoc MIs based on requirement.
- Provide support on ad-hoc projects and training based on requirement.
- Provide timely monthly & daily statistics on Sales related MI's (monthly, quarterly, half-yearly, yearly) relevant stakeholders in a timely manner.
- Maintain HSBC internal control standards, implement and observe Group Compliance Policy and maintain awareness of operational risk and minimize the likelihood of it occurring.
- Provide relevant MIS, reports and analysis in line with requirement for tasks managed within MSF to the relevant stakeholders.
- Ensure relevant approvals are obtained for all MSF strategy changes and monitoring tools in place.

Requirements

- Proven ability in Retail sales & MI's.
- Proven ability in relationship management in the Retail sector.
- Excellent interpersonal skills, with a particular emphasis upon inspiring, influencing and negotiating.
- Planning and organising skills.
- Analytical skills. (Microsoft Excel will be an added advantage)
- Problem solving skills.
- Thorough knowledge of the lending and credit approval process, pertinent regulations impacting retail banking activities and delivery systems and channels, including market potential as well as the regulatory framework are required.

When applying please submit a full resume.

You will 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.