

## 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.

Corporate Banking provides international financial services solutions that support businesses ranging from large corporates to mid-market enterprises in a variety of industry sectors all over the world. Leveraging the strength, scope and expertise of our global product network, Corporate Banking is positioned as an essential partner to large and mid-market enterprises seeking to maximise their potential internationally, offering streamlined business access to HSBC's international network and broad range of market leading banking products and services.

We are currently seeking an experienced professional to join our team in the role of Assistant Relationship Manager.

### Principal Responsibilities

- Provide support to the Relationship Managers (RMs) to enable them to meet customer needs, improve client engagement and maximise operational efficiency.
- Become fully involved in negotiations and pitches to clients alongside the RM to optimise the potential value of client relationships and deliver solutions, products, and service appropriate to meet client needs and improve engagement.
- Support achievement of the HSBC vision, Values, goals and culture in personal behaviour, actions and decision making.
- Provide a high level of credit support and value-addition to relationship managers with fast turnaround time and quality credit submission & operational support within predetermined service standards in line with clear deadlines.
- Spot quality lending opportunities by balancing the requirements of area credit policies/guidelines with commercial realities in a competitive business environment.
- Driving the credit review process in a timely manner through effective interaction with multiple, and diverse stakeholder groups, including internal and external stakeholders including customers and their peer groups often against challenging timeframes and competing priorities.
- The role holder is expected to work effectively and successfully across a matrix environment to support senior/executive stakeholders, and the ultimate credit approvers.
- Evidencing the ability to leverage networks to assist in validating ideas and in the interests of research throughout all levels of the organization.
- To be abreast with the latest business, regulatory, industry, tax, financial, exchange rate developments and all other matters that would be useful to effectively discharging this role.
- The jobholder will adhere to, and be able to demonstrate adherence to, internal controls and will implement the Group compliance policy by adhering to all relevant processes/procedures.
- The term 'compliance' embraces all relevant financial services laws, rules and codes with which the business has to comply. This will be achieved by adherence to all relevant procedures, keeping appropriate records and, where appropriate, by the timely implementation of internal and external audit points, including issues raised by external regulators.

### Requirements

- CIMA, CFA, ACIB/AIB and /or degree from a recognized university preferably in finance and accounting.
- Strong knowledge of credit, lending and financial analysis. 2-3 years' experience in a credit analysis role would be a strong advantage.
- Experience in a corporate banking environment preferred.
- Strong analytical skills, communication skills, decision-making skills, lateral thinking skills, influencing skills and interpersonal skills.
- Ability to work in a team-oriented environment and effectively influence and communicate across various business lines at different levels within the organization.
- Knowledge of the organization and its products, processes and pertinent regulations affecting their delivery.
- Proven track record of communicating effectively within the organization and with customer groups.

When applying, please submit a full resume. In the event you are shortlisted, please note that interviews will be scheduled within a day from cut off date.

Hiring Manager: Amesh Dissanayake

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.