

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.

Wealth and Personal Banking (WPB) is our new global business combining Retail Banking and Wealth Management, and Global Private Banking. Our dedicated colleagues serve millions of customers worldwide across the entire spectrum of private wealth, ranging from personal banking for individuals and families, through to business owners, investors, and ultra-high-net-worth individuals. We provide products and services such as bank accounts, credit cards, personal loans, and mortgages, as well as asset management, insurance, wealth management and private banking that best suit our customers' needs.

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

Principal Responsibilities

- Drive and build the Premier sales Acquisition team of HSBC CBH WPB with responsibility for formulating sales plans, driving sales initiatives and overall management of Premier Proposition.
- Develop sales strategies, build relationship with potential business partners, develop acquisition programmes and activities in order to achieve Premier Acquisition sales targets, and contribute towards the growth of WPB Premier Business for the bank.
- Develop sales plans / strategies for multi products and implementation of sales initiatives.
- Monitor/analyse multi product sales performance.
- Provide an excellent customer experience to all our internal and external customers.
- Support product development and marketing.
- Coordinate with product team and marketing teams to drive new business acquisition.

Requirements

- Proven ability in team leadership and management.
- Proven ability in Retail sales and relationship management in the Retail sector.
- Excellent interpersonal skills, with a particular emphasis upon inspiring, influencing and negotiating.
- Planning and organising skills.
- Analytical skills and 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.
- Applicable for Sri Lankan citizens and Sri Lankan passport holders only
- Be able to work independently under pressure.
- A proven track record of learning fast and being a great team player.

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.