

Job Advert Details

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 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:

- One year of work experience in a related industry is preferred.
- Successful completion of GCE O/L and/or GCE A/L Examinations.
- Strong communication and interpersonal skills.
- A passion for delivering superior sales and customer service.
- A professional, goal-oriented and innovative approach, with strong organizational skills.

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.