

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.

Global Payments Solutions (GPS) is an integral part of our client proposition and employs our global network to capture market share and deliver growth. The business is uniquely positioned to help clients make payments across borders, across currencies and regulations, quickly and cost effectively with dedicated in country and regional support. Our expertise in this area is repeatedly recognized by the industry's most prominent publications and associations with numerous global, regional and country awards.

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

Principal Responsibilities

- Be part of the Global Payments Solutions (GPS) Sales team responsible for generating new business and for initiating and managing business development for HSBC Sri Lanka Wholesale Banking Clients.
- Proactively identifying new sales opportunities and executing successfully.
- Managing a client portfolio in order to maintain existing and generate new income for HSBC Sri Lanka.
- Broadening and deepening existing client relationships.
- Drive the portfolio strategy and identify areas of opportunities as well as key deliverables.
- Engage directly with Relationship Managers and align to the relationship strategy and goals.
- Collaborate with other product partners across the bank to deepen Product penetration.
- Proactively identifying sales opportunities and build a solid pipeline.
- Provide regular updates to senior management – including key mandates as well as forecasts.
- Create client content offering GPS tailored solutions based on their requirements.
- Actively conducting client plans and maintain close liaison with key stakeholders.
- Build strong relationships across the sector with internal and external stakeholders.
- Generate revenue for the HSBC Group by originating leads, building, and maintaining relationships with new and existing HSBC Sri Lanka clients to identify and sell innovative cash management locally, regionally and globally.
- Keep abreast of external factors influencing international business e.g., economic, cultural, geographical, procedural, and regulatory requirements.
- Drive marketing and client engagement campaigns to showcase HSBCs capabilities in the GPS space and help develop its profile.

Requirements

- Minimum of 3 years of work experience in the banking industry.
- Proven ability in managing key relationships with complex structures.
- A strong track record in identifying new business/sales opportunities and converting them to success.
- Strong knowledge of local, regional and global cash management products and solutions.
- Strong analytical skills with the ability to deliver creative ,flexible and complex customer solutions.
- Ability to understand a customers' business and the fundamentals of running a business.
- A strong level of business acumen and commercial awareness, including economic, cultural, procedural, and regulatory issues.
- Excellent interpersonal skills and ability to interact and build relationships with internal and external stakeholders.
- Excellent time management, planning and organisation skills.
- Excellent range of communication skills, including written, verbal, and the ability to deliver compelling presentations.
- A good understanding of the local market, trends, competitive environment, and regulatory environment.
- Experience in front line roles that involves business development and sales.
- Awareness of new payment technologies, innovations and digital trends.
- Experience of working in an International Global Banking environment is preferred.
- Bachelor's degree in business, related field or equivalent work experience will be an added advantage.

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.