

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 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 Mobile Sales Force Manager.

Principal Responsibilities

- Develop sales plans / strategies for multi products and implementation of sales initiatives.
- Monitor/analyze multi product sales performance.
- Monitor Card/Loans/EBS sales activity and drive sales efficiency/effectiveness improvement.
- Support product development and marketing. Coordinate with product team and marketing teams to drive new business acquisition.
- Manage the Sales team.
- Recruitment, training and retention of internal sales force.
- Maintain HSBC internal control standards, implement and observe Group Compliance Policy and maintain awareness of operational risk and minimize the likelihood of it occurring.

Requirements

- Minimum 5 years' experience in Team Management.
- Excellent time management, planning and organizational skills.
- Proven ability in managing key relationships.
- A strong level of business acumen and commercial awareness, including economic, cultural, procedural and regulatory issues.
- Excellent communication and interpersonal skills.
- Be able to work independently under pressure.
- A proven track record of learning fast and being a great team player.
- A proven track record of managing a large team and delivering results .

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.