

## **Junior Relationship Manager**

**Some careers shine brighter than others.**

Are you interested in working for one of the world's leading international banks who believe investment in people is the key to not only a successful business, but a positive and progressive future?

As an HSBC employee of Channel Islands and Isle of Man (CI/IM) you will have access to tailored professional development opportunities and a competitive pay and benefits package. This includes private healthcare for all employees, a non-contributory pension scheme with a generous employer contribution and enhanced parental and adoption pay and support when you return to work.

### **We will give you:**

- Full training in HSBC products and services with ongoing coaching throughout your career
- Opportunity for personal development and progression
- An opportunity to contribute to the ongoing success of the business, by being an inclusive team member with the prospect to be involved in multiple initiatives to make a difference

Due to internal promotions we are currently seeking 3 dynamic individuals to join our wealth management team in the role of **Junior Relationship Manager**.

Working as part of a collaborative wealth management team, this is a client facing role in which you will provide a dedicated and professional service to our global expat customer base. Through active management of a portfolio you will develop and retain relationships with our global customers, reviewing the portfolio regularly to ensure solutions are suitable to meet client needs and driving customer satisfaction.

This is an entry level opportunity to begin a career with a leading international bank, you will be supported to grow personally and professionally with the opportunity to study accredited wealth management qualifications.

### **Your responsibilities will include:**

- Build relationships with clients to retain and develop sustainable relationships
- Complete regular reviews with clients to understand their current and long term needs and advise them on the products and services that help them achieve their goals
- Undertake training and development to support your personal growth within HSBC
- Develop and maintain an understanding and technical knowledge of relevant products and services available from HSBC Group sources in order to provide the best solutions for clients

### **The ideal candidate for this role will have:**

- Experience working in a customer or client focused environment essential
- Outstanding customer service skills with a strong telephone presence
- Strong (verbal and written) communication skills with an ability to build relationships
- Able to work with key stakeholders to a high level
- A desire to begin a career in wealth management
- An ability to deliver creative and flexible customer solutions
- Experience working in a relevant environment, i.e. financial services / wealth management is desirable but not essential
- Experience looking after high net-worth customer accounts is desirable but not essential

For further details and application information please click “Apply”

**You’ll achieve more when you join HSBC.**

As a business operating in markets all around the world, we believe diversity brings benefits for our customers, our business and our people. This is why HSBC is committed to being an inclusive employer and encourages applications from all suitably qualified applicants irrespective of ethnicity, religion, age, physical or mental disability/long term health condition, marital status, sexual orientation, gender identity, gender expression, genetic information (including characteristics and testing), military and veteran status, and any other characteristic protected by local law in the jurisdictions in which we operate. Within the work place you will have access to various employee resource groups which aim to promote and achieve a healthy work / life balance and support our diversity ambitions. HSBC has in place processes in order to avoid nepotism, which means to avoid creating circumstances in which the appearance or possibility of conflicts of interest may exist within the hiring process.

We want everyone to be able to fulfill their potential which is why we provide a range of flexible working arrangements and family friendly policies.