

Relationship Manager - Wholesale Banking

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Company: HSBC

Location: Algiers

Category: other-general

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Role Purpose:

·To manage a portfolio of existing Global Banking customers and actively seek growth through increased business from existing customers as well as by marketing to new-to-bank customers. The job holder must pursue the objective of maximizing profitability, consistent with the MDR while recognizing and minimizing risk consistent with the HBME Credit Guidelines.

·To support the Head of Wholesale coverage and head of CMB in identifying new market opportunities and in improving our understanding of the characteristics of major market sectors.-

In this role , you will :

·Contribute to the profitability of the Group through achieving the financial targets set in plan documents.

·Develop new business relationships with acceptable Return on Equity.

·Improve balance between risk and reward.

·Understand and ensure compliance with all relevant internal and external rules, regulations and procedures that apply to the conduct of the business in which the jobholder is

involved.

- Implement LIB strategy to improve CMB revenues from international clients including revenue from GTRF/GPS/GM.
- Improve account profitability through business referrals.
- Develop a strong sectorial/product expertise and provide high quality competitor and client level analysis to support business development and credit risk assessment.

Requirements

To be successful in the role, you should meet the following requirements:

- University Education in a discipline relevant to Business and / or Finance.
- At least 5 years prior work experience in Banking or Finance
- Demonstrated ability to work in a team.
- Demonstrated ability to work under pressure.
- Strong analytical skills and ability to identify, assess and mitigate operational and credit risks associated with his / her portfolio.
- Ability to multi-task with minimal supervision
- Self-motivated, enthusiastic and proven rapid learning capabilities

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