



Corporate Banking Manager

Commercial Banking (CMB)

HSBC France, Athens Branch

Achieve your ambitions

If you're looking for a career that will unlock new opportunities, join HSBC and experience the possibilities. HSBC is one of the world's largest financial services organisations. Whether you are looking for a first job or taking the next step in your career, our global reach offers many ways for you to realise your ambitions.

Joining our team will provide you with a range of career opportunities locally and internationally; you can progress to management or specialise in different areas with roles that span from retail, commercial and investment banking to support functions such as finance, human resources, technology and marketing.

HSBC will provide you with tailored training and support to help you identify and follow your chosen career path, as well as access to a range of market-competitive benefits

Purpose of the role

Corporate Banking provides international financial services solutions that support businesses ranging from large corporates to mid-market enterprises in a variety of industry sectors all over the world.

Leveraging the strength, scope and expertise of our global product network, Corporate Banking is positioned as an essential partner to large and mid-market enterprises seeking to maximise their potential internationally, offering streamlined business access to HSBC's international network and broad range of market leading banking products and services.

The Corporate Banking Manager manages a portfolio of commercial customer relationships, with accountability for sales, service, risk and operational delivery. The job holder is expected to align client portfolio strategy with the overall strategy of Commercial Banking ("CMB") Greece, within the context of prevailing credit appetite and Group priorities.

In this role you will need to

- Develop effective strategies to manage customer relationships, anticipate customer needs and provide a superior quality service
- Build existing and win new long-term customer relationships
- Meet customer needs, and provide an expert professional service effectively introducing our product partners where appropriate to the customers' needs
- Owning the customer experience, ensuring service excellence at all times, for all aspects of any customer or prospect's interaction with HSBC
- Leadership in proactively assessing and efficiently managing all aspects of Credit and Financial Crime Compliance risks, ensuring no losses
- Keep abreast of external factors influencing international business e.g. economic, cultural, geographical, procedural and regulatory requirements

- Ensure timely and accurate maintenance of customer and deal with pipeline information on relevant systems, as required
- Monitor relationship performance regularly to ensure that the return is commensurate with the type of customer and both CMB's and the customer's risk appetite
- Take timely and proactive corrective action to mitigate potential losses, exercising effective portfolio stewardship and control
- Collaborate with product partners to identify and match customer needs with relevant expertise
- Take a proactive approach to client planning across the portfolio collaborating with product partners and senior management, as appropriate
- Establish an effective working relationship with the Risk Management teams, in order to validate the accuracy of the customer risk profile

To be considered for this role, you will also need

- Bachelor's Degree in Finance, Economics, Accounting or related field
- Post Graduate degree in the above areas will be considered an asset
- Extensive experience in a similar role.
- Significant experience working across all levels of the organisation to aid understanding of cross-functional linkages and interdependencies
- Robust commercial lending, risk assessment, trade finance experience, in-depth knowledge of deposit products and of the concept of cashflows
- Good level of business acumen and commercial awareness, including economic, cultural, procedural and regulatory issues
- In-depth experience in guiding businesses through demanding operational environments including Corporate Banking
- Strong credit assessment skills, particularly with regard to more complex and structured facilities with an international dimension
- Proven ability to deliver creative and flexible customer solutions.
- Fluency in Greek and English is a prerequisite.
- Excellent interpersonal, communication and teamwork skills
- Excellent time management, planning and organisation skills
- Strong analytical and negotiation skills

You'll achieve more when you join 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.

**To submit your Curriculum Vitae
please visit www.hsbc.gr
in order to complete the Cv-online electronic form.
Job Code: CBM**