



## Global Markets Corporate Sales

### Associate Director

#### Global Markets

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

#### In this role you will need to

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- Service a portfolio of Corporate and Shipping clients by delivering services and solutions which meet their needs.
- Develop trusted relationships with clients to drive revenue growth and greater product penetration.
- Identify sales opportunities that address specific needs for our clients and managing from identification to point of sale and through post trade process.
- Identify and originate cross-sell opportunities. Act as a point of reference or Global Sales Lead for specific/targeted clients. Build and maintain business relationships with clients in assigned area of responsibility.
- Provide day to day sales coverage (flow business).
- Collaborate with other internal stakeholders, to service client needs and improve share of wallet and increase market share.
- Drive efficiency and profitability by championing adoption and use of relevant service offerings to meet client needs.
- Adopt changes to processes as technology platforms evolve.
- Maintain a very good knowledge of the applicable regulatory and business environment: Ability to understand and evaluate audit, tax and legal implications and changes as they affect the customers and the Bank.
- Be involved in strategic decisions with senior management team. Be accountable for the quality of output and delivery.

#### To be considered for this role, you will also need

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- Bachelor's and Post Graduate Degree in Finance, Economics or related field
- Proven client experience
- Excellent knowledge of financial markets and Global Markets products and in depth knowledge of Greek market

- Very good level of business acumen and commercial awareness, including economic, cultural, procedural and regulatory issues
- BOG accreditation type B is required.
- Very good communicator with excellent inter-personal and influencing skills
- Excellent time management, planning and organization skills
- Strong analytical and negotiation skills
- People and team management experience will be preferable
- Strong command of MS Office product suite, particularly Word, Excel and Powerpoint
- Excellent knowledge of Greek and English language both written and verbal.

### **You'll achieve more when you join HSBC**

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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](http://www.hsbc.gr)  
in order to complete the Cv-online electronic form.  
Job Code: GMCS**