



# Corporate Banking Analyst

## 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

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Supports the senior banking coverage staff within Greece to deepen client relationships, improve income generation, within the designated credit appetite perimeter, manage risk, whilst fully adhering to HSBC's Global Standards policy.

### In this role you will need to

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- To ensure customer's requests are met within the established timeframes and at the appropriate quality, in order to achieve maximum customer satisfaction.
- Establish strong relationships with key individuals in clients' management team.
- Identify marketing opportunities, undertaking appropriate analysis and preparation of proposals, presentations and pitches for new products and services.
- Liaise with members of the client service team, ensuring a coordinated approach to enhance the client relationship.
- Monitor income generation and effectively manage the financial reporting and analysis for the client portfolio.
- Critically contribute to the development and maintenance of individual client plans.
- Provide general support to the Corporate Relationship Manager in servicing client relationships and enhancing income generation, while appropriately managing risks.
- Prepare briefing notes prior to key client meetings.
- Act as primary point of contact for clients and internal colleagues, and effectively manage the desk, in the absence of the Corporate Relationship Manager.
- Where required, to provide high quality industry sector, competitor and client level analysis to support the credit application process.
- Where required, to prepare structured and focused application remarks for clients within the portfolio covered, including renewals, new money applications, or other credit submissions, as necessary.

- Critically contribute to the execution process of credit approved &/or agreed transactions, including the preparation of the appropriate documentation.
- 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.
- Maintain HSBC internal control standards, including timely implementation of internal and external audit points together with any issues raised by external regulators.
- Work with colleagues in the Banking Middle Office to onboard new clients and ensure the smooth running of the existing client portfolio.
- Undertake credit risk analysis for existing relationships, as well as relationships new transactions
- Closely monitor and assess the client profitability, both at a CMB LC/MME clients level, as well as at individual transaction level.
- Support the various reporting requirements of the portfolio, for both recurring, as well as ad hoc requirements

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

- Bachelor's Degree in the fields of Economics, Finance.
- A postgraduate degree in Finance or other relevant sector, will be an asset.
- Experience in credit analysis in a similar position.
- Sound industry / market knowledge.
- Advanced understanding of risk management.
- Good knowledge of financial analysis & credit risk assessment.
- Understanding the operational aspects of customer relationships.
- An ability to identify and minimise risk through the pro-active use of MI and financial analysis techniques, as well as robust legal documentation.
- Understanding of operational procedures and Compliance rules and guidelines.
- Ability to proactively address challenges & the changing environment.
- Self-leadership skills. Time management; prioritization skills.
- Team player and effective collaboration across increasingly diverse deal teams spanning different products, business, and geographies.
- Sound communication and presentation skills both in Greek & English.
- PC literate ie Word, Excel, Powerpoint.
- Negotiation skills.
- Strong interpersonal, analytical & problem solving 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](http://www.hsbc.gr)  
in order to complete the Cv-online electronic form.  
Job Code: CBA**