



Business Development Manager

Global Trade & Receivables Finance

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

Role Purpose

The Business Development role is responsible for generating new business and customer leads and acting as a focal point for business development initiatives. The Global Trade & Receivables Finance (GTRF) function primarily works with Global Banking and Commercial Banking customers to support and grow the GTRF business.

In this role you will need to

- Proactively identify sales opportunities and deliver value-added, needs-based solutions
- Deliver customer base growth, achieve growth targets and maximize the financial contribution of the Trade & Receivables Finance business
- Promote awareness of GTRF products and propositions, strategies and competitor information amongst the clients and the Relationship Managers community
- Identify potential opportunities/developments in the local market and escalate these appropriately to cater for client demand
- Support senior management to deliver a high quality business development culture within the GTRF team in an aim to deliver superior client solutions
- Direct GTRF sales activities in a relatively autonomous manner, keeping senior management informed of matters of significance and making strategic/tactical recommendations
- Assist in the execution of sales strategy, actively develop an appropriate calling plan to generate business achieve sales and revenue objectives
- Position HSBC as the key Trade & Receivables Finance provider for Global Banking and Commercial Banking, through establishing extensive, positive client relationships
- Ensure consistency in client treatment and alignment to processes as defined by the Country and Regional heads

- Manage key relationships with internal and external stakeholders, developing and maintaining strong working relationships with intra country, intra region and cross regional colleagues
- Encourage constructive cross-country and cross-business teamwork by demonstrating collaboration in action and challenging actions and behaviors that are not consistent with HSBC's diversity policy and, or the best interests of the business and its customers
- Ensure strong awareness of all Regulatory and Financial Crime Risks and the implementation of controls to combat Financial Crime across the business.

To be considered for this role, you will also need

- Bachelor's Degree in Finance, Economics, Accounting or related field
- Extensive experience within GTRF Industry with a professional education background.
- High level of commercial knowledge and experience in trade finance, services, products and techniques
- Sufficient knowledge of the market/trends, competitive environment and regulatory environment
- Very good knowledge of Credit & Risk, including techniques to mitigate risk
- Excellent Sales Management experience including dealing with senior executives and a proven sales record
- Excellent Sales, Interpersonal, communication, leadership, negotiation, analytical, presentation and decision making skills
- Strong Organizational and time management skills, with an ability to effectively prioritize and meet critical deadlines
- Strong commercial and self-generating, new to bank, acquisition orientation with a customer centric approach
- Strong command of MS Office product suite, particularly Word, Excel and Powerpoint
- Excellent knowledge of Greek and English language both written and verbal.
- Trade related industry qualifications will be considered an asset

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: BDM**