



AVP CLIENT MANAGEMENT, GLOBAL BANKING

Recruitment Information

Job Code		Industry	Tài chính / Ngân hàng
Location	Hà Nội,	Type of contract	Permanent Employee
Salary	Competitive	Type of job	Full Time
Career level	Quản lý	Qualification	
Age	Unlimited	Other extras	

Company Description

HSBC, one of the leading banking and financial service organisations in the world, is looking for a high-calibre Vietnamese candidates for its offices. The job offers excellent career potential and attractive remuneration packages.

Job description

- Business Development
- Increases HSBC's market presence and profile for corporate banking business
- Contributes to the growth and profitability of corporate banking business by formulating and implementing aggressive business development plans
- Maximize revenue and profits from a designed portfolio of relationships, maximize our share of client wallet
- Relationship Management
- Manages an existing portfolio of clients with a strong emphasis on proactively providing client driven value added solutions
- Increases profitability and retention of an existing customer base by maintaining high service standard
- Contributes to the effective management of top GB relationships within the designated division
- Risk Management and Portfolio Administration
- Ensures high quality lending by considering all strategic and key risk issues
- Safeguards the Bank from potential loss by ensuring that credit reviews are kept up to date and that problem accounts are identified and dealt with at an early stage and that operational controls are in place

Skills required

- University or Master degree in relevant subjects
- At least 5 years experience in relevant field.
- Result-oriented
- Excellent communication and negotiation skills
- Strong analytical skills
- Ability to provide and sell need-based solutions to customers effectively.

Other Information

probation time

Working time

Working 5 year(s)

experience

**Training
opportunities**

**Working
environment**

Annual leave

Benefits

Contact Information

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