Some careers shine brighter than others.

Sales Officer, Retail Banking & Wealth Management

If you’re looking for a career that will help you stand out, join HSBC and fulfill your potential. Whether you want a career that could bring you to the top, or simply move you towards an exciting new direction, HSBC offers opportunities, support and rewards that will take you further.

Join HSBC's Retail Banking and Wealth Management Sales, Distribution and Business Development team. This department plays a vital role in meeting customer needs by offering the right products through the right channels to the right customer segments, thereby maximizing value and business revenue. The team is responsible for achieving sales and revenue targets and implementing distribution strategy. It drives the delivery of market leading retail customer experiences.

We are currently seeking an ambitious and highly driven individual to join this team in the role of Sales Officer. In this role, you will be:

• responsible for achieving sales objectives, thereby contributing to the growth of the retail banking segment by proactively planning, prioritizing and implementing sales activities;
• acting as the primary customer-facing touch point for client calls;
• regularly interacting with your peers and together with them, executing sales strategies to reach the team targets;
• adhering to all Legal and Compliance guidelines in line with customer handling;
• managing operational risk, including its identification, assessment, mitigation and control;

To be successful in this role, you should meet the following requirements:

• well-developed communication and presentation skills;
• ability to engage and influence others;
• business acumen and commercial awareness;
• ability to spot opportunities for sales and establish a network of potential customers;
• learn and understand bank products and services quickly;
• ability to identify the financial needs of people and match these with the appropriate products and services.

If you are interested to explore this exciting opportunity, please:

• send an email to: hsbcresourcingmnl@hsbc.com.ph
• attach a copy of your latest CV and scanned copy of your valid ID (must bear your signature and photo i.e. passport, driver's license, school ID)
• indicate your preferred interview schedule

Interviews are held from Mondays thru Fridays from 09:00 to 11:00 am and from 03:00 - 5:00 pm at the HSBC Centre, 3058 Fifth Avenue West Bonifacio Global City, Taguig City. Look for Ms. Issah Castillo and inform her that you are responding to the RBWM Sales job advertisement.