

■ **Bank of Bermuda, Bermuda's largest private employer, offers an attractive benefits package including:**

- Competitive base salary
- Performance related bonus
- Fully funded pension scheme
- Reduced rate mortgage
- Comprehensive health insurance
- Share purchase plan
- Exceptional training and career development opportunities



## Relationship Managers, Premier

### Banking

Closing date 25 July 2008 • Please quote Reference no. 0422

Bank of Bermuda is seeking a dynamic individual who will be responsible for ongoing management of affiliate & strategic partner relationships from a sales perspective. The successful candidate will work closely with partners to ensure that card performance, operational and service delivery standards are being met. Developing multi-tiered relationships ensuring deep penetration of the account and minimising risks to the relationship.

#### Major responsibilities

- Internal interactions activities use a consultative or participative approach, encouraging positive peer relationship and treating others with respect. Establishing trust and sharing expertise, as needed, are key aspects of effective business development.
- Developing and maintaining private banking client relationships with typical client revenues between three and five million dollars
- Focusing on selling to individuals having investable assets between \$200K and \$2 million
- Responsible for the growth, acquisition, and retention of affluent/premier customers
- Meeting the needs of an often-demanding cash-rich/time poor customer base. As a result, the jobholder may need to meet the customer in his/her home or place of work, as appropriate

#### Minimum qualifications

- University degree and five years relationship management experience within a banking or financial services environment
- Financial Planning designation - CFP or equivalent
- Professional designation in either Insurance or Investment, ie. Series 7, CSC or equivalent
- Proven sales skills in a customer driven environment along with the ability to deliver creative and flexible customer solutions
- Experience in adjudicating and approving credit facilities
- Excellent interpersonal skills as well as strong written and verbal communication skills
- Ability to negotiate

■ **Interested applicants are invited to apply by sending your résumé and covering letter to:**

*Fax* 299 6524

*Email* [bob.bda.recruitment.dept@bob.hsbc.com](mailto:bob.bda.recruitment.dept@bob.hsbc.com)

*Post* Recruitment Department,  
Human Resources, Bank of  
Bermuda, 6 Front Street,  
Hamilton HM11

*Application forms are available in all Bank of Bermuda branches and at [www.bankofbermuda.com](http://www.bankofbermuda.com)*

*Please quote Reference No. and position.*

*All enquiries will be held in strict confidence.*

**Bank of Bermuda** 

*Member HSBC Group*