



Premier Relationship Manager

Wealth and Private Banking

HSBC Continental Europe, Greece

In this role you will need to

- To attract and identify new High Net Worth customers.
- To grow the relationships of the existing Premier customer portfolios to increase share of their wallet with HSBC.
- Delivers a high level of service and personal attention to the Bank's affluent clients, with the aim of developing significant and new business covering all Bank's products and services.
- Strong relationship skills where the client will be managed on a highly proactive and ongoing basis over a long period.
- To drive cross-selling and maximise potential value of the existing customer base.

To be considered for this role, you will also need

- Prior experience in the financial services sector. Experience in Wealth and Private Banking in a similar position is required.
- BOG accreditation type B is required. If the candidate does not hold the required accreditation, he/she should hold the academic qualifications (a minimum 3-year academic degree) to sit for and attain relevant accreditation within the 18 - month mentoring period as per BOG regulations.
- Excellent knowledge of the Financial Services environment.
- Strong understanding of banking procedures, processes, regulations and policies affecting Wealth Management business.
- Effective influencing and objection handling skills.
- Very good questioning, listening and analytical skills.
- Very good planning and organizing skills.
- Business focused and goal oriented.
- A high degree of motivation and drive.
- Excellent PC skills (Word, Excel, Power Point).
- Strong verbal and written communication skills in both Greek and English.
- Team player.

Interested applicants are invited to submit your Curriculum Vitae
in the [online application](#) .
Please choose **Branch and Retail Banking** in the Areas of Interest.