

# Some careers shine brighter than others.



## Business Development Associates (Credit Card & Personal Loan)

Sales, Distribution and Business Development plays a pivotal role in understanding and meeting customer needs by offering the right solutions through the right channels to the right customer segments. The team is responsible for implementing distribution strategy, driving the delivery of market-leading retail customer experiences and thereby maximising customer satisfaction.

We are currently seeking ambitious individuals to join our Sales teams in Kandy, Galle and Jaffna branches in the role of Business Development Associate.

### **When you join HSBC, you'll enjoy a supportive culture and have access to employee benefits such as:**

- Learning support for acquiring skills related to the job
- Progressive career advancement opportunities
- Opportunity to work in a diversified and flexible work culture
- An attractive basic salary and a quarterly incentive scheme
- Medical insurance coverage and work life coaching for you and your immediate family

### **What will you be doing as a Business Development Associate?**

#### **Contributing to the Retail Banking & Wealth Management business by:**

- Working with Sales Managers to plan daily/weekly/monthly sales activities in line with agreed sales plan and overall sales strategy
- Consistently achieving individual sales plan
- Updating and maintaining accurate record of all sales activities in a timely manner
- Building relationship with key and top corporates to explore business opportunities and cater to their banking needs

#### **Adopting a needs-based selling approach by:**

- Building a rapport and establishing customer needs
- Identifying and matching customers' financial needs to the retail banking solution
- Consistently following-up and following-through on customer's application within the stipulated timelines

#### **Complying with the code of sales ethics and professional conduct by:**

- Maintaining a professional and fair conduct in all dealings with customers and other stakeholders at all times
- Meeting and upholding requirements of Sales Quality Standards
- Maintaining absolute confidentiality with regard to customer information

### **To be successful in this role, you will need the following:**

- Successful completion of GCE O/L Examinations, applicants with pending GCE A/L Examinations results may apply
- Strong communication and interpersonal skills
- A passion for delivering superior sales and customer service
- A professional, goal-oriented and innovative approach, with strong organisational skills

Please be aware that job offers have been made by unauthorised persons claiming to represent HSBC via, including but not limited to, e-mails or social networking services. They would typically purport to offer a position at HSBC in return for a fee and/or payment. If you receive such a message or an offer, please do not respond or share any personal information and refrain from making any payments. In case of doubt and to confirm the authenticity of any job openings at HSBC, please contact us via e-mail: [career@hsbc.com.lk](mailto:career@hsbc.com.lk). HSBC shall not assume any responsibilities for any offers made by such unauthorised persons.

To apply for this role, please send your full CV to [career@hsbc.com.lk](mailto:career@hsbc.com.lk) with the subject "Business Development Associates"

Apply at [www.hsbc.com/careers](http://www.hsbc.com/careers)



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. Personal data held by the Bank relating to employment applications will be used in accordance with our Privacy Statement, which is available on our website.

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