

## **The Hongkong and Shanghai Banking Corporation Limited**

### **Trust Relationship Manager**

**The health and safety of our employees and candidates is very important to us. Due to the current situation related to the Novel Coronavirus (2019-nCoV), we're leveraging our digital capabilities to ensure we can continue to recruit top talent at HSBC. As your application progresses, you may be asked to use one of our digital tools to help you through your recruitment journey. If so, one of our Resourcing colleagues will explain how our video-interviewing technology will be used throughout the recruitment process and will be on hand to answer any questions you might have.**

#### **Some careers open more doors than others.**

If you're looking for a career that will unlock new opportunities, join HSBC and experience the possibilities. Whether you want a career that could take you to the top, or simply take you in an exciting new direction, HSBC offers opportunities, support and rewards that will take you further.

HSBC Private Bank seeks to be the leading international private bank for business owners and their families. It provides clients with wealth, business and family succession solutions in the largest and fastest growing markets around the world. At HSBC Private Bank, we put our clients at the centre of everything we do.

We are currently seeking a high calibre professional to join our team as a **Trust Relationship Manager**.

#### **Principal Responsibilities**

- Serving a portfolio of client relationships
- Managing trust relationships and trust structures, including the management of underlying assets such as real estate and investment portfolio
- Managing and maintaining contact with trust parties to ensure that the structures are still valid and current and appropriate in relation to change of circumstances and restructure if required
- Handling distribution requirements
- Ability to identify new business opportunities from existing client structures, such as cross selling opportunities for Private Banking, Commercial Banking, Retail Banking divisions and within Private Wealth Solution for philanthropy, governance, liquidity planning and probate and involving respective specialists at appropriate times
- Ensuring client satisfaction
- Ensuring continued compliance with all relevant policies and procedures and regulatory requirements
- Ensuring proper due diligence is conducted on the existing client, and adhering to internal policies and any regulations giving full consideration to reputational and fiduciary risks of HSBC, when managing or restructuring the trusts, including identifying associated risks such as tax, legal and reporting
- Adhering to proper pricing guidelines, and client take on procedures, and comply with all relevant policies and regulations
- Complying with all cross border guidelines
- Supporting teamwork through working with other team members, across Trust Relationship Managers platform and other HSBC departments

## Requirements

- Bachelor degree holder
- Experiences in another financial institution or independent trust companies with trust experience
- Solid experience in client relationship management with legal, tax or accounting professional exposure
- Fluent written and spoken English. Ability in speaking Cantonese, Mandarin or other Chinese dialect would be an advantage
- Travelling is required on need basis
- Good interpersonal skills
- Able to work independently with minimum supervision and detail oriented

**You'll achieve more when you join HSBC.**

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

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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