

## Job Advert Details

Some careers have more impact than others.

If you are looking for a role where you can continue to make an impression, take the next step at HSBC where your contributions will always be valued.

Global Payments Solutions (GPS) is an integral part of our client proposition and employs our global network to capture market share and deliver growth. The business is uniquely positioned to help clients make payments across borders, across currencies and regulations, quickly and cost effectively with dedicated in country and regional support. Our expertise in this area is repeatedly recognized by the industry's most prominent publications and associations with numerous global, regional and country awards.

We are currently seeking an experienced professional to join our team in the role of Country Head of Sales, GPS.

### Principal Responsibilities

- Lead our efforts to engage and identify business requirements of clients and offer appropriate solutions.
- Be accountable to lead the country sales team to meet financial objectives set by Head of Business.
- Be aligned with compliance requirements for business and with other broader strategies of the bank.
- Position the business based on industry and market developments.
- Coordinate with local product management to ensure the development of market leading propositions.
- Align with thought leadership efforts of the bank to enhance HSBC's reputation for industry leadership in the sector.

### Requirements

- Thorough understanding of the cash management business strategy and importance to Corporate and Institutional Banking (CIB).
- Knowledge of GPS products, service and channel capabilities.
- Entrepreneurial profile capable of stimulating innovation and growth through evaluating opportunities
- Proven leadership and coaching abilities
- Strong customer services and sales management skills.
- Excellent interpersonal skills with the ability to build relationships, influence others and negotiate effectively

Interviews will be scheduled within two days from Cut-off Date of the advertisement. In the event you are shortlisted you will be informed via e-mail on the same.

Hiring Manager: Henry Gunawardena

When applying please submit a full resume.

You will achieve more at 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.