



## **CORPORATE AND COMMERCIAL BANKING**

### **FUNCTIONAL TRAINEE**

Corporate and Commercial Banking serves a full spectrum of business customers, ranging from small to medium-sized enterprises (SMEs) to large corporations. To sustain our business growth and build succession pipeline, we are now looking for high caliber Functional Trainee to join us.

As a Functional Trainee in Corporate and Commercial Banking, you will undergo a one-year career development programme consisting of comprehensive classroom training, on-the-job coaching and job rotation/attachment to strengthen your professional skills and knowledge.

To cater for the needs of different business units, our Functional Trainee Programme is divided into different streams as specified below:

- **Relationship Management**

You will be placed in our Corporate Banking Division, Commercial Banking Division or Business Banking Division and responsible for promoting trade finance, loans, insurance and investment products to corporate clients with emphasis on developing a total relationship with them. You will perform various outreach sales and marketing activities, conduct financial analysis, prepare credit proposals/sales reports and build/manage customer portfolio.

- **Trade Services**

You will develop fundamental skills and knowledge of Trade and Supply Chain in the Bank and gain all-rounded exposure in various functions covering trade and factoring services, trade business development and project management. You will acquire a comprehensive understanding of the trade services and propositions we offer and build up practical experience of major trade operations and processes, which are among the critical elements of providing quality lending services to our clients.

- **Corporate Wealth and Sales Management**

You will be placed in either Corporate Wealth Management Department or Insurance Sales Department to serve in a specialist sales force, to promote treasury and investment advisory services or corporate insurance products to our corporate clients. You will work proactively with Relationship Managers in Corporate and Commercial Banking to identify customer needs and deliver a total wealth management solution with high level of service quality.



**Requirements:**

- University degree in Business Administration or other related disciplines
- 1- 2 years' experience in banking industry with knowledge of investment, insurance or other banking products preferred
- Fresh Graduates with strong academic background will also be considered
- Passes in the Insurance Intermediaries Qualifying Examinations / Hong Kong Securities Institute Licensing Examinations an advantage
- Good communication, interpersonal, analytical and problem solving skills
- Strong self-motivation and customer orientation, with ability to work under pressure
- High proficiency in both English and Chinese, fluency in Putonghua an advantage
- Immediate available preferred

We offer excellent career prospects to the right candidates. Salary will be commensurate with qualifications and experience. Our attractive remuneration package includes:

- Variable bonus
- Low interest rate housing loan
- Retirement benefits
- Medical benefits
- 18 working days' annual leave
- 5-day work week

To apply, please send your resume ***indicating your stream preference***, including personal particulars, employment history, current and expected salary, and contact phone number by e-mail (e-mail address: [recruitcmb1@hangseng.com](mailto:recruitcmb1@hangseng.com)) or by fax (fax. no.: 2521 5487) to HR Relationship Management Department, Hang Seng Bank Limited. You are also welcome to visit our website, [www.hangseng.com](http://www.hangseng.com), for further details about career opportunities with our Bank. Applicants who are not contacted within one month may consider their applications for the specified position unsuccessful.

**Application deadline: Early June 2012**