



**ISLAMIC UNIVERSITY OF SCIENCE & TECHNOLOGY
AWANTIPORA, KASHMIR**

OFFICE OF THE CAREER COUNSELLING & PLACEMENTS

Dear Alumnus,

Please accept greetings from the IUST, hope you are doing well.

I would like to inform you that **HSBC**, which is a British multinational investment bank and financial services holding company and is the largest bank in Europe, with total equity of US\$204.995 billion and assets of US\$2.984 trillion as of December 2020, is offering the openings for the positions of **Associate Relationship Manager**.

Eligibility: MBA and MBA IB Passout Students

Application Deadline: 22nd of December 2021

Responsibilities of the Candidate:

- Actively source new to bank customers for Asset as well as Liability business to build a new portfolio adhering to the parameters related to minimum revenue threshold from the NTB relationship
- Maximize HSBC share of wallet through cross-selling transaction banking products
- Ensure all sales processes are properly followed, and activity data is updated in the system within stipulated timelines
- Maintain the quality of portfolio for Asset customers and Liability customers by regular visiting and interacting and monitoring business activities
- Develop proficiency in job-related skills through exposure to training programs
- Minimize customer complaints received, handle customer inquiries and complaints in a way that demonstrates excellent service
- Maintain and ensure due observance of HSBC Internal Control Standards, including the timely implementation of recommendations made by internal/external auditors and external regulators

If interested, you are therefore advised to register on the below mentioned registration link:

[https://hsbc.taleo.net/careersection/external/jobdetail.ftl?lang=en_GB&job=0000GKGM&utm_source=Associate Relationship Manager_D2C&utm_medium=listing&utm_campaign=Dare2Compete](https://hsbc.taleo.net/careersection/external/jobdetail.ftl?lang=en_GB&job=0000GKGM&utm_source=Associate+Relationship+Manager_D2C&utm_medium=listing&utm_campaign=Dare2Compete)

Wish you all the best.

IUST/ CCPC/HSBC/21/62
Dated: 25th of November 2021

(Dr. S. Iqbal Quraishi)
Dy. Registrar
Trainings & Placements