

# HSBC Retail Banking & Wealth Management Summer Internship Program - Sales



Headquartered in London, HSBC is one of the largest banking and financial services organizations in the world. Our international network comprises around 6,600 offices in 80 countries and territories in Europe, the Asia-Pacific region, the Americas, the Middle East and Africa.

Retail Banking and Wealth Management (RBWM) offers both premium and personal banking solutions for our customers. The RBWM strategy is moving to a customer centric, proposition led strategy that is aligned with RBWM globally. Our RBWM clients should have the same experience when they visit HSBC in any country. As opposed to our competitors, HSBC has the ability to offer this banking model by leveraging its global scale and local knowledge, which gives us a sustainable competitive position in a market where we truly have a "right to win."

As a participant in the RBWM Summer Internship Program you will gain invaluable experience, working directly with our branch sales teams. Sales Interns will partner with various sales leaders in our branch network, to learn how to build effective relationships with HSBC clients in order to maximize profit and achievement of the growth of HSBC client portfolio. Sales Interns will be exposed to retail and commercial banking services, sales and customer experience, and a network of contacts from all levels of management. In addition to the hands on experience gained in our branches, Sales Interns will receive a combination of classroom training and interactive seminars. Upon successful completion of the summer internship program, you will be eligible to pursue an opportunity to join our RBWM Graduate Development Program which will enable you to become a securities licensed sales professional.

## Impact on the Business:

At HSBC, we are committed to providing the very best in learning and development opportunities. HSBC offers you a structured internship program with:

- ✦ Future opportunity to join RBWM's full time Graduate Development Program (GDP)
- ✦ Internship orientation (an introduction to HSBC and goal setting objectives)
- ✦ A variety of experiences (including speaker events to gain exposure to other areas of the bank)
- ✦ Product and functional training
- ✦ Opportunity to participate in a Mentorship Program with GDP alumni
- ✦ Opportunities for social and networking events to build bonds and networks throughout the HSBC Group
- ✦ A unique opportunity to gain experience with meaningful assignments

## Qualifications:

- ✦ BA/BS, all majors are considered, concentration in Business Administration or Finance a plus
- ✦ Undergraduates heading into their graduating senior year with minimum 3.2 cumulative overall GPA
- ✦ Appropriate eligibility and authorization to work in the United States during summer 2015
- ✦ Superior quantitative, analytical, communication and leadership skills are essential
- ✦ A willingness to commit to the full 10 week program (including social events) (June-August)
- ✦ A second language is advantageous, but not required
- ✦ Candidates should have a desire to obtain full time employment beginning summer 2016

## How to Apply:

Please apply online through our website <http://www.hsbc.com/careers/united-states-of-america> to be considered. After accessing the site, please go to Job Search and enter **Job Number: 00005P4K** (NYC Sales)

**Opening Application Date: Feb 20, 2015**

**Closing Application Date: Mar 13, 2015**

HSBC is an equal opportunity employer committed to a diverse workforce, M/F/D/V

