

WORK EXPERIENCE

SENIOR CORPORATE BANKING MANAGER

01/2017 - PRESENT

Philadelphia, PA

- This job works with the department’s Managing Director, Executive Directors and Directors
- This role has direct or in-direct impact on the following
- The work product directly impacts the growth initiatives and risk management requirements within the Business Unit, client portfolios and any transaction for which the Analyst is involved. Key measures include but are not limited to the following
- Number of Initial Reviews of Potential Investment Opportunities Quality of Recommendations and Analyses Concurrence on Risk Readings Number of Periodic Reporting Reviews for Clients
- Within the mandate of this role, promote, adhere and support the Bank’s risk culture; lead by example
- Within the mandate of this role, maintain internal controls to support management decision-making that protects our assets and adheres to applicable corporate policies, operating directives, laws and regulations (including risk, compliance, and AML)
- Deliver a high quality service by owning customer engagement, striving for excellence in all interactions with (prospective) customer or other professionals, and always acting according to the highest professional standards
- Ensure that client plans are co-ordinated and the Client Service Teams are in place with product partners and Critical Account objectives accepted, where applicable
- Take a proactive approach to client planning across the portfolio collaborating with product partners and senior management, as appropriate

CORPORATE BANKING

08/2010 - 11/2016

Philadelphia, PA

- Establish an effective working relationship with Risk in order to validate the accuracy of the customer risk profile, and ensure sustainable asset growth
- Help customers draw on the HSBC group network by working closely with other Commercial Banking (CMB) countries and Product and Service partners
- Ensure early identification of problem relationships and take appropriate action
- Ensure fairness in all aspects of strategy, product design and delivery, customer literature and correspondence, financial promotions, administration and complaint handling
- Responsible for the management of a segment of an Industry vertical or investment and non-investment grade general corporate loan portfolios
- Extensive modeling skill required for both credit application process and Quarterly Credit Watch presentations
- Open & Close important document cabinet daily & maintain a logbook

CORPORATE BANKING SUMMER INTERN, KARACHI

11/2006 - 04/2010

Los Angeles, CA

- Establish an effective working relationship with the Risk Management teams, in order to validate the accuracy of the customer risk profile
- Responsible for the management of a segment of the Technology portfolio, primarily investment grade general corporate lending portfolio
- Prepare detailed credit analyses and required credit application according to policy including evaluation of loan purpose and structure, repayment sources, corporate, regulatory and industry risk, liquidity, asset protection, historical and projected operating performance and capital structure
- Extensive modeling skills are required for both credit application process and Quarterly Credit Watch presentations
- Responsible for knowledge of standard bank products including loans, letters of credit, derivatives, foreign exchange, securitization and leasing
- For assigned accounts, responsible for oversight of covenant compliance, facility closing due diligence, legal documentation and ongoing monitoring of credit conditions, if any
- Prepare hedging recommendations

EDUCATION

STRAYER UNIVERSITY - NEWPORT NEWS CAMPUS

2001 - 2005

Bachelor’s Degree in Business

PROFESSIONAL SKILLS

- Total working experience 10-15 years, of which at least 10 years of corporate banking experience with strong credit skills
- Excellent communication skills (verbal and written), including the ability to effectively communicate complicated concepts and financial data
- Strong leadership skills, proven team player
- Strong interpersonal skills with demonstrated ability to build relationships
- Excellent oral and written communication skills. Strong sense of ownership as an individual contributor
- Strong communication skills in Dutch and/or English, in writing and speaking
- Excellent communication, organization, planning, and problem solving skills required