

Adrian, Private Banking

Speaker: Adrian

Adrian: The reason that I chose HSBC Private Banking is because I think it is a nice hybrid of relationship management and investment. My name is Adrian and I am currently an analyst in the Global Private Banking programme.

You have to talk to clients on a day-to-day basis, and you have to understand their needs. You have to address their needs as well. Being able to communicate in an efficient way is very essential.

The professional skills that I developed most here in HSBC is probably [on] product knowledge. In HSBC Private Banking, there are many learning opportunities especially for graduates. HSBC University, for example, is a good source of information. You get to touch on all the asset classes available on our product shelf. At first it was quite overwhelming, but I think I am making good progress and I think this is one of the most valuable professional skills that I learned here in HSBC.

Another learning opportunity at HSBC Private Banking is the mentorship programme. I am very lucky to have my mentor and my managers to help me out in this journey. There will be a lot of questions, a lot of challenges. And the other people with expertise, they are the people with experience. And they are more than happy to share their knowledge with you.

I see myself in the future as a trusted adviser for our clients, to be able to provide best-in-class service and to take care of their investment needs.

[Text on screen] As you grow, we grow. Together we thrive.