



HSBC // Elizabeth // Transcript

My name is Elizabeth. I work as a corporate banking analyst in the Commercial Banking Graduate Programme.

The commercial banking line of business helps customers finance their different business through credit and through debt.

The reason I chose to join the Commercial Banking Graduate Programme was to get the opportunity to learn about how the bank works in its entirety.

The way it works you're supposed to go through and work through different divisions within the bank within commercial banking.

I really saw the opportunity to see all these different divisions and how they fit together to see how the bank works on a larger scale.

The thing that's really special about HSBC and that really serves as our key competitive advantage is our large international footprint and our network.

When a client wants to internationalise we are able to facilitate that process and speed it up because we likely already have offices in whichever country they're trying to expand to.

So, instead of having to work with a different bank it can all work within HSBC, which makes it a much smoother process for the client.

Since starting with the bank I've had exposure to a lot of great deals and a lot of really great clients. I work across all different types of industries and need all different types of deal structures.

It's definitely been a steep learning curve since I started but I can genuinely say that I've learned so much and it's been a really great experience so far.

My ambitions for the future include, really just learning more about the bank and the way it works and how it fits on a more global scale and how we help to facilitate financing within the economy.

Even longer term I would really love to go and possibly work in other countries and different markets which is the beauty of working at a place like HSBC.