



HSBC // Helen // Transcript

Hi I'm Helen, my current role is an Associate Director in the sales and business development team in Issuer Services.

When I was small I always imagined myself working in a bank. I wanted to join the HSBC graduate programme as it allows me to understand all the banking products in one go through different job rotations and training.

Issuer Services will allow you to build very solid knowledge of all kinds of capital markets products including debt capital market, equity capital market and advisory products like mergers and acquisitions.

We work closely with relationship managers in Global Banking. When there is a financial transaction coming up, then we will go together, with the relationship manager and the capital markets bankers, to pitch our solutions to our clients.

HSBC values the long term relationships of our clients. I think most of our clients have been with HSBC more than 10 to 15 years.

HSBC is an inclusive place to work because everyday I work with different teams all over the world. They could be of different backgrounds, different cultures, different religions but we respect each other and we work closely to provide the best client solutions.

I would recommend them to join the HSBC graduate programme because you have on the job training, you have rotations, you will have a buddy and mentor to help you learn along the way. So it is a very good choice for you to join the HSBC global graduate programme.