

At Everbright Sun Hung Kai, we serve with professional integrity. More than a claim, this describes the way we do business. A subsidiary of Everbright Securities Company Limited (SSE: 601788, HKEX: 6178), with Sun Hung Kai & Co Limited (HKEX: 86) as its substantial shareholder, Everbright Sun Hung Kai offers a full-fledged financial platform that provides excellent cross-border and world-class financial products, and superior solutions for our clients. As one of the leading financial institutions with a solid foundation and history of excellence since 1969, Everbright Sun Hung Kai operates four core businesses, Wealth Management and Brokerage, Corporate Finance and Capital Markets, Asset Management, and Investment and Financing, serving individual, corporate and institutional clients in Hong Kong, Macau, Mainland China and the U.K.

Our all rounded product and service suite, and our solid track record of delivering a steady return on equity while being committed to staff development, present enormous prospects for talents.

Now an exciting opportunity has arisen for a high-calibre professional to join our dynamic team for a rewarding career:

## Vice President / Assistant Vice President, Wealth Management Centre

Ref: VP/WMC/B/IN

### Responsibilities

- Manage and oversee sales and operations personnel of the centre to ensure operation efficiency and full compliance with internal and external requirements on relevant regulated activities
- Build up and develop professional sales teams in serving high-net-worth (HNW) clients with their financial needs
- Develop and implement viable sales strategies to achieve business objectives
- Plan and organize various sales and marketing activities to acquire new clients and improve sales penetration for the centre
- Conduct regular sales performance reviews with the sales teams and provide them with necessary coaching and training
- Promote and enhance brand awareness of the company within the community
- Prepare business forecast and regular reports for management review

### Requirements

- Degree holder in business related discipline
- Minimum 5 years' or above experience in banking or financial industries of which at least 3 years' relevant experience in serving high-net-worth / ultra high-net-worth clients, preferably with management experience
- SFC or HKMA license is a must and CFP / CFA is preferred
- Sound knowledge of wealth management tools including Funds, Structured Products and Insurance
- Sound knowledge of the Securities and Futures Ordinance (SFO) and relevant regulations
- Proven record of achieving revenue targets
- Strong leadership, customer relationship, interpersonal and analytical skills
- Fast learner with proactive thinking and can-do attitude, able to work under high pressure
- Proficiency in both written and spoken English, Cantonese and Putonghua

We offer a competitive remuneration package to the right candidate. If you are interested in the post, please send your resume together with your **present and expected salaries** through online application by clicking the "QUICK APPLY" button.

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For more information about our company, please visit [www.ebshk.com](http://www.ebshk.com).

*We are an equal opportunity employer and welcome applications from all qualified candidates. All applications will be treated in the strictest confidence. Personal data provided will be used for recruitment purposes only. The job applicant will assume all or any risks arising out of or in connection with the job application transmission process prior to our actual receipt of the same including but not limited to accidental or unauthorized loss or disclosure of personal information, to which we will not be responsible in any way.*

*Under the Personal Data (Privacy) Ordinance, you may request access to, and / or correction of your personal data in relation to your application. If you wish to do so, please email to [hr@ebshk.com](mailto:hr@ebshk.com).*