

At Sun Hung Kai Financial, we serve with professional integrity. More than a claim, this describes the way we do business. We are committed to being a world-class financial services provider and delivering superior solutions to our clients. Our people act effectively in the global investment landscape to make this possible. Renowned as one of the leading financial institutions in Hong Kong, Sun Hung Kai Financial Limited (“SHKFL”) has been established with a solid foundation and history of excellence since 1969. Through its two core businesses, Wealth Management and Brokerage, and Capital Markets, the company has an extensive network of branches and offices in Hong Kong, Macau and Mainland China, which offer customised wealth management and investment solutions for retail, corporate and institutional clients. Backed by Shanghai-listed Everbright Securities Company Limited (SSE: 601788) and Hong Kong-listed Sun Hung Kai & Co. Limited (SEHK: 86), we have the pedigree to deliver a steady return on equity, while remaining profitable.

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

## Vice President, Sheung Wan Wealth Management Centre

Ref: VP/WMCSW/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.

[Quick Apply](#)

[Share](#)

For more information about our company, please visit [www.shkf.com](http://www.shkf.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@shkf.com](mailto:hr@shkf.com).*