



HSBC // Lavinia // Transcript

My name is Lavinia. I'm currently in Global Private Banking. I'm situated in the Alternative Investment Group as a graduate analyst.

Why I chose HSBC is, first of all, its roots are in Hong Kong, its global presence and global footprint as well as its growing private banking business which I am really excited to be in right now.

I applied to HSBC and I met with really great interviewers and I somehow connected with them and they were really nice and supportive along the way. Which is why I ended up here and I really enjoy it.

The graduate programme is a two year rotational programme which I was really interested in. From my experience it's been wonderful so far. The beauty of this graduate programme is to see the entire life cycle of relationship management.

Global Private Banking is a relationship business, you'll be able to meet clients, you'll be able to build relationships across the bank. You'll be able to also meet external stakeholders at the same time.

Having this opportunity is what makes me excited to go to work everyday because I know that the end goal is to make our clients happy. It's to serve our clients.

I think my major takeaway is to never stop learning and to meet new people along the way. The bank itself is very supportive of you and your team is very encouraging of your personal development. You have access to a lot of information, a lot of expertise where you can grow as a person and at the same time build relationships across the bank.