



# ROBERT WALTERS TRANSACTION BANKING MARKET UPDATE QUARTER TWO 2009

## MARKET UPDATE

Market confidence seemed to have improved significantly in quarter two amidst talks on “green shoots” of recovery and speculations that the worst of recession is “over”. We also noted that the confidence of hiring managers was gradually returning to the banking sector and there was a pick up in recruitment activities.

Hiring managers have also started to revisit vacancies that were put on hold due to headcounts freezes. There were a number of critical hires that the banks were keen to conclude in quarter two, and demand was particularly strong for more senior candidates with highly specialised skill sets, or business-savvy professionals who can generate revenues immediately.

Notwithstanding that the headcount approvals in quarter two were slightly easier to obtain (especially for replacement roles) vis-à-vis quarter one, they were still subjected to tight scrutiny by the management and head office.

We would expect recruitment levels to pick up in quarter three if market sentiments continue to improve. Hiring managers will remain cautious in terms of hiring but we can expect the recruitment process to be shorter as they come to realise that candidates’ interests in switching jobs may be reduced significantly as we enter the second half of the year. Hiring decisions will have to be made more swiftly so that organisations do not miss out on any good candidates.

## CONTACT US

To discuss the transaction banking market or your general recruitment needs, please contact:

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**Robert Walters** is a leading, international recruitment consultancy placing high calibre professionals into permanent, contract and temporary positions at all levels of seniority. In Hong Kong we specialise in the accounting, banking & finance, business support, human resources, information technology, sales & marketing, supply chain, logistics & procurement sectors. With a developed network of offices spanning five continents, we work with leading financial institutions, multinational corporations, smaller enterprises, business start ups and the public sector.

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## HOT TRANSACTION BANKING CANDIDATES

A selection of our currently available transaction banking professionals is included below. If you would like to discuss these candidates further, please contact **Tze Yong Lee** on **+852 2103 5328** or **Kelvin Choy** on **+852 2103 5308**.

### DIRECTOR, STRUCTURED TRADE FINANCE

**\$1,200,000**

This excellent candidate is currently a Director covering Structured Trade Finance with an international bank. She is responsible for originating commodities related deals in the Greater China region (China and Hong Kong). Besides solid business acumen, she also has a strong background in commodities credit. Prior to this role, she was in a credit role with another bank. She also spent more than 10 years' with a major international corporate bank in various roles and was covering commodities companies before she left.

### VP – PRODUCT MANAGER, CASH MANAGEMENT

**\$1,000,000**

This candidate is currently a Vice President and a product manager with the cash management team of an international bank in Hong Kong. She is primarily responsible for the development of core cash management products in Greater China including Hong Kong and Taiwan. She also supports the sales team in MNCs, local corporates as well as some of the Non-Bank Financial Institutions. She has more than 10 years' product management experience in the cash management space. She also has a certification in International Cash Management from ACT.

### VP – CLIENT SERVICES, DOMESTIC CUSTODY SERVICES

**\$540,000**

This candidate was a Vice President / Head of Client Services for Domestic Custody Services with an international bank. She has a wealth of experience in the securities services space including domestic custody and fund services experience. She has sound securities services and operational background and possesses strong client servicing and relationship management skills.

### VP – TRADE & RECEIVABLE FINANCE

**\$720,000**

This candidate has close to 10 years' trade, leasing and receivable finance sales experience, where he covers all segments of business from SMEs to Large Corporates. A strong deal maker with a proven sales track record and experience in facility structuring, this candidate is one of the strongest factoring and receivable finance candidate in the business.

### SENIOR RELATIONSHIP MANAGER

**\$460,000**

A traditional cash and trade finance sales, this candidate was a VP and has spent more than 10 years in an American bank before taking a significant pay cut to explore an external opportunity as a Senior Business Development Manager. His key focus was SME banking where he brought in 20 new customers within six months. A highly capable and versatile senior candidate, he will be ideal as a cash & trade product specialist or a traditional relationship manager.

## FINDING IT HARD TO SOURCE CONTRACT PROFESSIONALS FOR YOUR BUSINESS REQUIREMENTS?

### WE HAVE THE ANSWERS FOR YOU.

In response to volatile market conditions and stringent cost control initiatives, contracting has become a popular staffing solution in Hong Kong. This is part of an overall resourcing strategy by multinationals to employ a flexible talent workforce. At Robert Walters, we have a large selection of high calibre candidates who are immediately available for banking contract assignments.

For more information or to discuss your temporary recruitment challenges, please contact **Tze Yong Lee** on **+852 2103 5328** or **tzeyong.lee@robertwalters.com.hk**

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