

## **Winward Global Limited**

### **Junior Consultant / Researcher**

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Winward Global is a specialist Financial Markets / Investment Banking Executive Search business.

We believe we have a unique proposition to offer the market, it is our specialization in our areas; dedication to seeing a role through and passion for people. We have excellent information flow, allowing us to feed this back to our strategic partners and allowing them to make informed decisions.

Our goal is based upon continuous improvement, and ultimately to be the pre-eminent executive search business in our areas of specialization. We are confident we can achieve this however, we refuse to sacrifice our commitment to INTEGRITY, INSIGHT and demonstrating our INTELLIGENCE throughout the recruitment cycle, and in our general business relationship with our clients and candidates alike. The founders of this business are the leading recruiters in their respective areas, having experienced in working in multinational recruitment firms and boutique search firms, they have cherry picked the best of both methodology and incorporated this into Winward Global.

Company website: <http://winwardglobal.com/>

#### **Key Responsibilities**

- Focusing on recruitment in front and middle back office segment in the bank – RM, Compliance, KYC due diligence, settlements, finance, audit etc.
- Sourcing candidates through cold-calling or using existing network
- Ability to map out a complete and full candidate list in a single segment
- Building business relationships with both new and existing clients through phone call, meetings and presentation
- Making visits and presentations to clients to develop strong relationships
- Negotiating and leading both candidates and clients throughout the hiring process
- Screening, interviewing and short-listing potential candidates both face-to-face and through phone call
- Making job offers and checking references on candidates

#### **Competencies**

- Communication (Communication and presentation skills)
  - Prepares, supports and conducts successful meetings and workshops
  - Provide slides, charts and PowerPoints of high quality

- Relationship building
  - With both clients and candidates through meetings and phone calls
- Problem solving
  - Strong writing and negotiating skill
  - Ambitious, confident and results driven

### **Qualification Required**

- Educational background: University graduate
- Professional experience: Fresh graduate / Year 2 – Year 3 student are welcomed, previous banking industry knowledge is a plus
- Languages: Fluency in English and Cantonese. Mandarin and other Asian languages will be a plus

### **Working Hours**

- From 9am to 6pm with 1.5 hour lunch time, 5 days a week
- For Intern he/she is expected to work for 1 to 2 days per week, or flexible to their school schedule

### **Application Method**

Submit resumes to [gsin@winwardglobal.com](mailto:gsin@winwardglobal.com).

### **Application Deadline**

Apply as soon as possible