

# Neal King ACIB

Universally Useful

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## Summary

A highly experienced Banker with an extensive knowledge of corporate, international, securities and capital market product structures and industry practices. A proven track record as an effective leader, globally influencing, inspiring and motivating others with problem solving skills applied in identifying opportunities to implement scaleable solutions that improve revenue, efficiency and customer experience from a 32 year career with HSBC.

A strategic thinker and doer able to logically evaluate the costs, risks and benefits of strategic actions before making balanced decisions and deliverable recommendations.

## Work experience

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### HSBC Issuer Services HSBC Bank plc

2014-03 - 2019-10

#### Global Head of Issuer Services Product and Exco Member

- Member of the Global Management Committee setting and implementing the global strategy and vision for the Issuer Services global Corporate Trust & Loan Agency business consisting of over 500 colleagues across 15 international markets with specific responsibility for "What we do, where we do it and how we communicate with stakeholders"
- Responsible for designing, implementing and growing a successful global product function, owning the global product strategy providing clear direction on what and how products should evolve and in what jurisdictions to contribute to the consistent achievement of the global annual operating plan
- Successfully expanded the business into 8 new markets across Asia, Europe and the Americas, delivering a range of new products/services as well as the expansion of the product range in existing markets taking account of all regulatory and technological market changes that impacted the product range
- Designed and delivered a new target operating model (ToM) in preparation for a hard Brexit, leading the project team to develop a deep understanding of all legal, regulatory and operational factors before designing and implementing the necessary changes to the existing ToM such that the Issuer Services product was competitively positioned in the event of a hard Brexit
- Business lead and subject matter expert for the IBOR replacement programme looking at the business and client impact of the changes to IBOR globally (legal, operational, systems) to correctly position the business to effectively manage the switch to the new Risk Free Rates

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### HSBC Commercial Banking Europe HSBC Bank plc

2011-07 - 2014-03

#### Head of Business Development & Distribution Management Commercial Banking Europe(CMB)

- Responsible for improving risk-adjusted returns by over 20% through delivery of a robust deal prioritisation committee process and optimising portfolio assets to improve/maintain capital efficiency and a high quality, diversified portfolio of risks in line with the strategic deliverables. Developed and launched new pricing models for the assessment of all major transactions from a strategic balance sheet and returns perspective providing approvals for new money transactions up to US\$100m and recommendations for all larger transactions acting as delegate for the Regional Head of Corporate
- Lead the delivery of the regional strategic collaboration strategy, engaging with key stakeholders in Global Capital Financing, Global Markets, Group Private Banking and other specialist sectors to ensure these key initiatives are industrialised and accurately tracked across the region so that the European Region continued to make a significant contribution to the overall growth target set by the Group CEO
- Acted as the senior business interface with all areas of Risk. Instrumental in the formation of the European Reputational Risk Committee and subsequently in supporting and guiding Relationship Managers in presenting to the committee. Required a strong working knowledge of the Group's compliance and sanctions policies
- Designed and delivered across the European region (17 markets) a series of client planning workshops to drive cultural change within the Relationship Management community to facilitate broader and deeper penetration of client wallets

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### Issuer Services

2007 - 2011

#### Europe Head of Issuer Services Sales & Business Development

Responsible for leading a team of Business Development Managers delivering USD10m per annum of new business growth for the corporate trust & loan agency business

Skills

Problem Solving

Most recently engaged to design, develop and implement a hard Brexit solution for the Issuer Services business to ensure it remains competitively positioned in the market.

Leadership

Proven track record as an effective leader, globally influencing, inspiring and motivating others to implement scaleable solutions to grow revenue, increase efficiency and enhance customer experience.