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# Example of Regional Head Job Description

Our innovative and growing company is searching for experienced candidates for the position of regional head. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for regional head

* Responsible for the delivery of the new Operational Risk Framework into IT and for embedding the understanding of IT and Cyber Risk in the business for Hong Kong
* Work with the Hong Kong business to ensure a full understandingof the risks faced as a result of the investment decisions across both IT and Cyber Risk
* Manage relationships with senior stakeholders in Hong Kong for IT Risk and Cyber Security risks and issues
* Understand the key risks and issues relating to IT Risk and Cyber Risk and influence remediation direction, demonstrating value of the challenge function across Hong Kong
* Providing robust and effective challenge to both IT and the Business on IT and Cyber risk issues in regional Governance Forums across Hong Kong
* Provision of metrics and analytics to senior management and board members to ensure they have the appropriate understanding of Operational Risk for Information Technology and Cyber Risk in Hong Kong
* Understand the key risks and issues relatingto the Firm’s Centers of Excellence and Outsourcing arrangements for Hong Kong
* Manage all aspects of operational functions in support of both listed derivatives, and cleared OTC swap activity, bi-lateral collateral functions
* Escalation of particularly significant products beyond NPA process and onto other relevant approval committees
* Knowledge of mitigating and controlling different types of risk market risk, credit risk, operational risk, reputational risk

## Qualifications for regional head

* Establish priorities and lead the development of District business, sales and service, and people strategies in collaboration with segment management, ensuring optimal alignment and integration of goals and strategies (Retail, Business Banking, and Wealth) within the District in support of the One Harris vision
* Successfully partner with the Distribution and Acquisition Teams to identify and assess opportunities to accelerate growth / expansion within the District market
* Establish and enhance the Bank’s profile in the community, foster and maintain a differentiated local focus, and build brand acceptance by key market segments and individual clients / prospects through participating in worthwhile business and community activities and seeking out and creating opportunities to promote the products and services of all Banking Groups
* Contribute personally to the Bank’s business objectives through direct market intervention by way of sales calls, establishing a personal referral network and a variety of business development activities, including leveraging knowledge of local relationships and effectively managing District Boards to support and promote business development and represent the interest of the Bank in community decision-making
* Represent the Bank in the District’s business community (customers, industry associations, government, ) and play an active governance role on community boards, as required
* Communicate the Bank’s strategic direction to District Presidents and local teams