

# PEOPLE'S BANK

People's Bank, a premier bank in Sri Lanka with the largest customer base providing innovative financial solutions to its diversified clientele for over five decades and as a conducive environment for those who strive to achieve excellence and believe in professionalism. The bank is looking for a talented & dynamic individual for consultancy services on assignment basis for the card business.

## CONSULTANT (CARDS)

### The key responsibilities of the Consultant (Cards) among others are

- ❖ Work very closely with the segment heads and understand all card related requirements.
- ❖ Benchmark processes employed by the organizations of the industry and introduce them to People's Bank.
- ❖ Train/Groom members of the staff who are in the Card Business regarding the latest technology, new products, processes adopted and services offered etc/ business growth.
- ❖ Provide recommendations to senior management on strategy to grow the Card Portfolio.
- ❖ Identify and inform opportunities for product enhancements and pricing to maximize sales and be competitive in the market.
- ❖ Communicate product enhancements and initiatives to internal and external stakeholders.
- ❖ Advice on reconciliation of internal operations to the Bank.

### Qualifications

- ❖ A Bachelor's Degree preferably in Marketing  
OR
- ❖ Masters level qualification preferably in Marketing  
OR
- ❖ Full or part Professional Qualification preferably in Marketing  
OR
- ❖ Full or part Professional Qualification in Banking/Finance

### Experience, skills and competencies

- ❖ At least 10 years working experience in Senior Managerial level related to Card Business OR at least 2 years experience as a Consultant in a similar area.
- ❖ Expertise knowledge in Card Operations.
- ❖ Knowledge of risk involved in credit/debit card business.
- ❖ Knowledge in Charge Back and compliance processes.
- ❖ Strong Time Management and personnel development skills, ability to train/groom card centre staff.
- ❖ Excellent Communication skills.
- ❖ Exposure on globally accepted brands in Debit/Credit cards.

### Method of selection

Shortlisted applicants based on the stipulated qualifications and experience will be called for an interview.

### Conditions of assignment

The Consultant (Cards) will be deployed on assignment for a fixed term period.

### Consultancy fee

A negotiable consultancy fee commensurate with qualifications and experience will be offered to the selected consultant.

### Applications

Please send details of achievements and experience relevant to the assignment together with your curriculum vitae along with copies of certificates and contact numbers of two non-related referees. The position should be stated on the top left hand corner of the envelope and should reach the address given below on or before 31.08.2020.

All applications will be treated in strict confidence and any form of canvassing will be regarded as a disqualification. All incomplete and Non – complying applications will be rejected.

The Bank reserves the right to decide the consultancy requirement, postponement or cancellation of assignment or on any other information not included in the advertisement.

### Deputy General Manager (Human Resources)

People's Bank - Head Office

NO. 75, Sir Chittampalam A Gardiner Mawatha,  
Colombo – 02.



People's Bank is a licensed commercial bank  
incorporated by the Central Bank of Sri Lanka.

[www.peoplesbank.lk](http://www.peoplesbank.lk)



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**PEOPLE'S  
BANK**

AA-Brand Finance Rating, AA+ Fitch Rating