



We are Sri Lanka's premier private sector commercial bank. Our visionary journey has taken us beyond the realms of business as we have made a conscious effort to go where no bank has dared to go; from downtrodden villages long-forgotten, to the world across the shores. The driving force behind this epoch-making journey is our strong team of achievers, affectionately known as the Hatna Family. As we continue to make history and move ahead, we invite dynamic and ambitious individuals to join us in our trailblazing banking saga.

We are looking for bright minds to help us create a world of happy experiences.

LEAD, MERCHANT SERVICES AND DIGITAL PAY PRODUCTS

Job objective

To assist Head of Cards to drive overall payment acceptance through the merchant network growth for increase in merchant fee based income, merchant base and drive profitable business growth.

Key duties and responsibilities

- Drive a profitable business across all channels.
- Drive the maintenance of existing and acquisition of new merchant relationships for POS/MOMO/ IPG/QR/Aggregator offerings.
- Identify business development initiatives and work closely with respective stakeholders on execution.
- Ensure timely and effective service for the merchant network and resolution of queries/enquiries.
- Ensure relevant payment schemes and mandates are adhered to and implemented as per requirement.
- In-depth knowledge on new/future developments on the digital space, adoption and drive of user base for new merchant payment platforms

Educational qualifications

- Associate of Institute of Bankers of Sri Lanka or Bachelor's degree of equivalent
- MBA preferred

Relevant experience

- 5-8 years experience in branch banking with 3-4 years experience in merchant acquiring business

Skills and Capabilities

- Execution Excellence: Planning, organising and implementing
- Good decision making skills, logical & strong analytical thinking
- Customer Centricity, Client focussed, interaction & understanding their needs
- Proven track record of driving teams to achieve and exceed established goals and objectives
- Systems & Process Oriented with knowledge of building sustainable work systems
- Proactively communicate and collaborate with business teams to analyse information needs and functional requirements
- Administrative skills
- Data analysis and analytical skills
- Be a key contributor to product development and program development
- Good verbal and clear communication skills
- Strong client relationship management
- Strong relationship building skills
- Should be sales oriented

Interested candidates are invited to apply for the position
All applications must reach us by:

04th June 2021 via e-mail to
careers@hnb.lk

(Please mention the position applied for in the subject of your e-mail)

