



Relationship Manager Retail & SME Credit (Western/Uva/Sabaragamuwa Provinces)

We are among Sri Lanka's fastest growing Banks, driven by dynamic vision for our future. We have adopted industry best practices and world class technology. Paramount to our success is our rigorous employee selection process, where each individual is mapped to a specific task within the Bank.

Relationship Manager – Retail & SME Credit (Western/Uva/Sabaragamuwa Provinces)

Job Profile

- Assist Branch Manager in marketing Assets to Retail & SME clients, and to ensure minimum/ low levels of NPA and the monitoring of excesses of the Branch
- Assess client's requirements and structuring credit facilities for approval
- Completion and lodgement of the security documentation pertaining to the facilities
- Manage the lending portfolio of the branch in liaison with the Branch Manager
- Act as an intermediary between the clients and the bank to ensure specified service standards
- Monitor and follow up of credit facilities granted to ensure the quality of the asset portfolio in a timely manner
- Compliance of all lending transactions relating to said clients of the portfolio assigned with the bank's credit policy & guidelines

Special Skills

- Excellent analytical and report writing skills in order to write detailed credit proposals independently
- Excellent communication and interpersonal skills
- Basic skills in sales
- Fair understanding of Trade Finance and Treasury Operations with excellent analytical skills

Experience & Qualifications

- Minimum of 7 years in a Bank /Financial Institution with a minimum of 2 years experience in Credit
- A Professional Qualification/ Degree from a recognized University

Forward the completed Nations Trust Bank Standard Application form to careers@nationstrust.com with specifying the vacancy which you are applying for on the subject line

