



JOIN THE
**FASTEST
GROWING BANK**

ASSISTANT MANAGER – TRANSACTION BANKING SALES

The opportunity exists for a dynamic individual with experience in Transaction Banking Sales / Cash Management for Transaction Banking Department of Union Bank of Colombo PLC.

Job Purpose:

- To build a liability portfolio through new to bank relationships
- To drive CASA of commercial and wholesale banking clients (new to bank relationships) through cash management products and solutions.
- To manage, develop and grow Cash Management clients.
- To plan, co-ordinate and monitor growth of sales on all transaction banking products.
- To implement the sales plans to ensure that revenue targets are achieved.
- Maintain excellent relationship with Solution Delivery staff, Corporate / SME relationship Managers, as well as with the Cash Management Services & Ops units, ensuring the highest standard of customer service is being provided to all Users in different layers for all of their Service Delivery facilities.
- To ensure seamless customer channel on-boarding.
- To identify opportunities for cross-selling and referral to other business segments through developing and maintaining a close understanding of customers' businesses.

Key Responsibilities:

Financial

- Responsible for delivering agreed balances / footings and revenue targets to meet the overall TB targets

Technical

- To ensure 100% completion & verification of Customer channel on-boarding documentation (Technical and Legal/Compliance Documentation)
- To ensure timely on-boarding of the customers post verification of documents. (On agreed SLA's)
- Fee profiling for customers & billing products creation for all Transaction Banking products
- Safe custody of documentation

Requirements:

- Minimum 5 years of Transaction Banking Cash sales experience in the Local Market.
- Strong interpersonal, communication, presentation and organizational skills.
- Expert knowledge of Cash, Trade & Supply Chain products available in the market, their features, applications and potential improvements and to combine these with the ability to translate these into the union bank's Transaction Banking framework.
- Sound knowledge of cash & transactional products regulated by the CBSL.
- Comprehensive knowledge of banking operations, processes, /SWIFT etc.
- Sound knowledge of Transaction banking products & solutions.
- In-depth knowledge of the local market, customers and competitors.
- Ability to communicate at all levels of the organization both internally & externally.
- Ability to make sound decisions and to focus on implementing practical solutions to problems within a short time frame.

Rewards

An attractive remuneration package with perquisites as well as staff loans at concessionary interest rates are available for this position depending on qualifications, experience & ability to work in a dynamic environment.

Applications should be forwarded via email jobs@unionb.com with the names of two non-related referees on or before **21st June 2021**. The subject line of the email should be named as **"Assistant Manager – Transaction Banking Sales"**. All applications will be treated with strict confidence.

We will only correspond with the shortlisted applicants.

UNION BANK