

JOIN THE MINDS REIMAGINING FINANCE THROUGH INNOVATION

Dialog Finance PLC is a subsidiary of Dialog Axiata PLC, Sri Lanka's flagship telecommunications company. Our vision is to be the No.1 Fintech Company in Sri Lanka by reshaping the industry with world-class breakthrough in financial technology. Today, Dialog Finance PLC is at the forefront of innovation by using cutting-edge technology and game-changing projects, to deliver accessible and affordable financial products to the people and businesses in Sri Lanka.

We are seeking passionate, result oriented visionaries to drive the disruptions in the financial services industry and deliver unparalleled value to our customers.

SENIOR EXECUTIVE / ASSISTANT MANAGER - LENDING PRODUCTS (COLOMBO AND KANDY)

The Job

- Develop a healthy lending portfolio by bringing new customers and maintain a quality lending book through business development strategies.
- Enhance the current leasing portfolio of the company through high level of service quality.
- Perform initial credit evaluations to ensure high standard credit quality of the portfolio by using various credit assessment tools.
- Follow up on customer rental payments and assist in recovery function to maintain the quality of the portfolio.
- Manage relevant stakeholder relationships with business development sources and other parties.
- Plan and carry out marketing promotions and communication initiatives on developing businesses.
- Ensure customer retention and relationship management scope of the business to enable long term business sustainability.

The Person

- 6 - 8 years' industry exposure in Marketing/Business Development/Lending in a Licensed Finance company or a Bank.
- Full / Part qualification in Marketing or any other relevant discipline would be advantageous.
- Should have a well-established existing customer base and a supplier relationship network.
- Demonstrated understanding of the business, market, and external environment.
- Strong Understanding of Commercial Lending and Credit Evaluation.
- Attention to detail and strong commercial acumen.
- Excelling Communication Skills and Solid Stakeholder Management Skills

Application Procedure

If you are confident that you meet the above expectations, please forward your CV to dfcareers@dialog.lk with the post applied for as the subject.