



HNB's Corporate Banking Department within Wholesale Banking Group is a significant contributor to the Bank's performance and is strongly positioned within the industry in providing tailored, complex banking solutions to the top tier blue chip conglomerates in the Country. As a team member of the Corporate Banking Department, the applicant would be in charge of managing a portfolio of top tier Corporate clients with a strong focus in relationship management, business development and credit quality.

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

RELATIONSHIP MANAGERS - CORPORATE BANKING

HNB's Corporate Banking Department within Wholesale Banking Group is a significant contributor to the Bank's performance and is strongly positioned within the industry in providing tailored, structured banking solutions to top tier blue chip conglomerates & corporates in the Country. As a Relationship Manager of the Corporate Banking Department the applicant would be in charge of managing a portfolio of top tier Corporate clients with a strong focus in relationship management, business development and credit quality.

Duties & Responsibilities

- Grow and maintain a profitable customer portfolio in the Corporate/Large Corporate segment.
- Develop an effective customer relationship management strategy to deepen existing client relationships whilst ensuring HNB is positioned as the clients preferred Corporate bank of choice.
- Preparation of credit proposals that includes the structuring of credit proposals, complex risk & financial analysis.
- Making regular customer visits to strengthen existing client relationships and secure new to bank relationships.
- Maintaining asset quality & reducing impairments by carrying out regular account reviews and taking corrective actions when required.
- Achieve sales and profit targets and formulate strategies on portfolio expansion including onboarding new profitable relationships in identified preferred segments.
- Keeping up to date with, and adhering to, internal policies and procedures of the Bank along with adhering to external policy guideline and regulatory requirements.
- Identifying the exploiting on cross-selling opportunities.
- Maintaining high standard of operational controls including adherence to Risk Management and Compliance guidelines.
- Interact with internal departments, branches and industry professionals.
- Monitoring and providing guidance to the Relationship Officers & Relationship Associates.

Educational Qualifications

- A degree from a recognized university preferably in Finance/Accounting or an equivalent professional qualification in the relevant field.
- A Masters Degree/MBA or candidates with any other Post Graduate qualifications, including Professional and Executive Education certifications would have an advantage.
- Candidates who have completed a Certified Credit Appraisal/Relationship Management program would have an advantage.

Work Experience

- Possess a minimum of 5-10 years experience in Corporate Banking covering credit evaluation & underwriting, business development and portfolio management.
- Knowledge in trade finance and facility structuring would be an advantage.

Core Competencies

- Excellent interpersonal & relationship management skills
- Strong communication & presentation skills
- Strong analytical and negotiation skills
- Proactive, independent, highly self-motivated, and self-starter with positive attitude
- Ability to meet deadlines and deliver under pressure

Skills & Capabilities

- Strong credit analysis skills
- Networking & PR skills
- Ability to understand external environment and provide client solutions in line with meeting their needs and the banks objectives

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

21st October 2022 via e-mail to
careers@hnb.lk

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