

# RELATIONSHIP MANAGER- PROJECT FINANCE

The job holder will be responsible to harness an existing portfolio of clients whilst onboarding new clients with a view of achieving profitability and balance sheet targets whilst ensuring high level of portfolio quality to achieve an acceptable level of risk and rewards. In doing so he/ she will be responsible to

## The Job:

- Formulate strategies and execute business plans in line with the Team strategy in order to achieve individual targets
- Solicit, structure and execute long term financing initiatives to meet the targets assigned
- Develop new client relationships and harness existing client relationships to explore business opportunities in lending, building liability base and improve fee income
- Meet the Income, Fee, Asset & Liability targets given
- Work closely with other departments and Group Companies on cross sell
- Build and develop relationships with Development Finance Institutes( DFIs), Investment Banks and other Institutes in managing bilateral and syndication loans
- Ensure that all projects under implementation are visited and Project Finance Engineers' opinions are sought as required
- Ensure regular recoveries on due dates and close follow up on stressed clients
- Ensure all credit reviews are carried out annually
- Act as a " Centre of Expertise" (COE) for a designated entity such as UDA, EDB, CEB and such others

## The Person:

- Possess a degree in Banking / Engineering / Science / Commerce / Finance or any other related field and professional qualifications such as CIMA/ CA Sri Lanka/ CFA
- Possess minimum 8 years of banking experience out of which around 3 years of credit evaluation experience of complex projects
- Be a strategic thinker with commercial acumen
- Possess excellent relationship management skills
- Possess strong communication, presentation and negotiation skills
- Possess sound knowledge on Financial/ Customer Analytics

The position is at Deputy Manager Grade

Please login to <https://www.ndbbank.com/careers> to apply on or before 17<sup>th</sup> October 2022

We will correspond only with the shortlisted applicants

***"We are an equal opportunity Employer"***



**Vice President  
Group Human Resources**

**NDB bank**  
The future is banking on us