



Pan Asia Bank, The Truly Sri Lankan bank, with over twenty-seven years of presence in the Banking Industry is on an ambitious growth trajectory.

The Truly Sri Lankan Bank, recognized at the National Business Excellence Awards organized by the National Chamber of Commerce of Sri Lanka with two prestigious awards, Runner-up Award for the Banking sector and the Merit Award for Corporate Governance categories. These awards are a testament to strong financial/business fundamentals and how well the bank has laid a framework to mitigate any risks. In addition, Pan Asia Bank was also selected by LMD as one of the top 15 'Most Awarded Entities' in Sri Lanka.

We are looking to handpick a dynamic, results-oriented and highly motivated individual to join us on this exciting journey and to make a positive contribution as a valued member of our growing organization.

BRANCH MANAGER – GALLE BRANCH

Job Profile:

- Overall management and running the branch as a profit center adhering to set norms/ operational guidelines
- Develop and execute, integrated sales relationship, deposit mobilization, credit strategies to align with the Area Business Plan and to upgrade service quality
- Ensure continuous growth of SME lending portfolio of the branch and ensure achievement of budgeted lending targets with a focus on mid and large size SME businesses
- Set KPIs for branch staff, constantly review progress and foster an environment in which branch staff work together to achieve set business goals
- Support portfolio growth by identifying cross-sell opportunities, guiding the team to deepen relationships and increase client acquisition and retention
- Ensure continues business growth by interacting with local business community and participating in society events/ functions

Candidate Prerequisites:

- 10 years work experience in a Commercial Bank out of which 04 years serving as a Branch Manager with leadership exposure
- Full/ Part qualification in Banking
- Bachelors' Degree will be an added advantage
- Sound communication skills and a flair for public relations
- Exercise innovative leadership within a performance driven culture and possesses a "service-oriented mindset"
- Hands on experience in lending and growing the loan book is a must
- Knowledge of both Retail and SME banking covering Consumer Banking Operations and Credit Evaluation with adequate exposure to Credit Administration

Remuneration:

The successful candidates will be provided with an attractive remuneration package including fringe benefits, commensurate with industry standard and will be **placed in an appropriate grade based on the level of competencies and experience.**

Please forward your resume within 07 days of this advertisement, stating contact details of two non-related referees, to careers@pabcbank.com indicating the position applied for in the "Subject" line. Information forwarded by you shall be treated strictly confidential and referees shall be contacted with your consent.

**Head of Human Resources,
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