



## SENIOR RELATIONSHIP MANAGER / RELATIONSHIP MANAGER – CORPORATE CREDIT

### The Job

- Developing new corporate relationships while strengthening existing key revenue generating relationships.
- Utilize relationship management skills to achieve financial and non-financial KPIs set which includes 07 core financial KPIs (Advances Book, Deposit Book, NII, Other Income, NPA, Watch list and New to Bank business).
- Contribute to cross sell opportunities for the bank by providing credible leads to relevant product owners.
- Evaluation and submission of quality credit appraisals and reviews.
- Improve the quality of the portfolio and work along with the business team to implement corporate banking strategies to achieve short and long term objectives.
- Manage a team of Relationship Managers, credit officers and SOFs and provide leadership to develop their relationship management skills and achieve their individual job targets and team objectives.
- Contribute to the overall strategy formulation, conducting market and competitor analysis, trade flows and innovative deal structures.
- Keep abreast of current developments and market trends to better identify business opportunities and to grow the portfolio.

### The Person

- A minimum of 8 to 10 years experience in banking/ Finance out of which 05 years in managing a corporate or commercial banking portfolio.
- Be fully qualified with a suitable academic or a professional qualification in banking and finance.
- Be a target oriented self-starter, exhibiting a high level of initiative.
- Strong relationship management skills coupled with strong analytical skills.
- Effective interpersonal and communicational skills.
- Should be a team player focused on delivering common business goals.
- Good command of English language both verbal as well as written.
- Adequate skill on working on IT applications such as LOS, Kapiti, MS Office etc.

Applicants are invited to log on to [www.seylan.lk](http://www.seylan.lk) and upload the updated CV along with a recently taken photograph or forward the CV to [careers@seylan.lk](mailto:careers@seylan.lk) within 07 days of this advertisement.

Deputy General Manager – Human Resources

Seylan Bank PLC



[www.seylan.lk](http://www.seylan.lk)



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Brand Finance Rating: "A+", Fitch Rating: A-(lka), Co.Reg. No : PQ9

v Bank is a licensed commercial bank supervised by the Central Bank of Sri Lanka.



*The bank with a heart*