



JOIN THE TEAM

THAT GOES BEYOND JUST BANKING

Seylan RED is the Priority Banking proposition of managing the High-Net-Worth clientele of Seylan Bank with tailor-made solutions. Here's an opportunity for a dynamic and a versatile individual who has the passion to perform beyond expectations to join our team, so that together we could take Seylan RED towards the pinnacle in the industry.

SENIOR MANAGER – SEYLAN RED

The Job

- Be responsible for the continuous development of Seylan RED customer proposition in the bank in line with the competitor products.
- Develop and initiate strategies to build and grow the Seylan RED customer portfolio.
- Manage a team of Relationship Managers and achieve set financial objectives for the segment.
- Acquire new to bank Seylan RED relationships and ensure superlative customer experience for Seylan RED customers across all touch points.
- Be vigilant of portfolio and market changes and set out initiatives and strategies to withstand competition and grow the premier deposit portfolio as per set targets.
- Ensure constant engagement with the clients through regular visits/calls/engagement activities. Generate leads for other business units through premier customers.
- Work closely with branches and maintain cordial relationships with all the support functions to ensure that Seylan RED customer requirements are met within set SLAs and service delivery.
- Upsell to Mass Affluent customers and entice to move to premier segment and ensure smooth transition.
- Attend to data requirements made by the Business Units and proactively generate insightful business information.
- Ensure compliance to all internal / external audit and all regulatory standards within the unit, develop operation manuals and update the same periodically.
- Carry out enhanced due-diligence instructions issued with regards to customers as and when required.
- Train, develop and motivate Relationship Managers.

The Person

- Minimum 10 in banking out of which 5 years of experience in relationship management / customer service.
- Previous experience in managing a private-banking portfolio with exposure to branch operations.
- Ability to work independently with strong understanding, customer relationship management and customer service.
- Sound knowledge in emerging market trends, trade practices that impacts financial goals, changing regulatory framework with special emphasis on compliance function KYC/AML and internal banking operations.
- Full or part qualification in Finance / Marketing / Banking or a recognized degree in management.
- An MBA will be an added advantage.

Applicants are invited to log on to www.seylan.lk and upload the updated CV along with a recently taken photograph or forward the CV to careers@seylan.lk within 07 days of this advertisement.

Deputy General Manager – Human Resources
Seylan Bank PLC

www.seylan.lk



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Brand Finance Rating: "A+", Fitch Rating: A-(lka), Co.Reg. No: PQ9
Seylan Bank is a licensed commercial bank supervised by the Central Bank of Sri Lanka.

 **SEYLAN**
BANK PLC

The bank with a heart