



*Pan Asia Bank, The Truly Sri Lankan Bank, with over twenty-seven years of experience in the Banking Industry, is on an ambitious growth trajectory. The Truly Sri Lankan Bank was recognized at the National Business Excellence Awards organized by the National Chamber of Commerce of Sri Lanka with two prestigious awards: the Runner-up Award for the Banking Sector and the Merit Award for Corporate Governance. 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 awarded 'Best Employee ESG Program of the Year 2022' by Global Banking & Finance Awards UK. It was also honored by LMD as one of the top 15 'Most Awarded Entities' in Sri Lanka, while being among LMD's 'Most Respected Entities' and Business Today magazine's Top 40 Business 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.*

## **BUSINESS DEVELOPMENT OFFICERS**

### **Leasing Department**

#### **Job Profile:**

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- Pro-actively promote and market Leasing products of the Bank
- Develop business and manage a database of customers and prospects within the agreed geographical area/segment with a view to establishing solid and long lasting working relationships
- Plan and manage sales leads and client pipeline ensuring that personal targets are met
- Ensure timely and accurate recording/reporting of activity and results using established reporting systems of the Bank

#### **Candidate Prerequisites:**

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- Should have passed GCE (O/L) examination with a minimum of four (04) Credit passes
- Full/Part qualification related to Marketing /Sales from a recognized institution is preferred
- Minimum 01 year of experience in Leasing Sales or in a Sales/promotion job role
- Be below 35 years of age
- Knowledge in Credit will be beneficial
- Target driven individual with good negotiation, communication and people skills
- Ability to work under pressure
- Possess an outgoing personality with a flair for Sales

#### **Remuneration:**

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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](mailto: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.