



# Are you driven by ambitious goals for your future?

Seylan Bank, one of the most progressive banks in the country, is seeking a competent and forward thinking person to fill the following vacancy. This is your opportunity to join our dynamic team and move towards your career goals.

## Relationship Manager – Project Finance

### Job Responsibilities

- Formulate strategies and execute business plans in line with the overall strategy in order to achieve set targets at team level.
- Develop and enhance relationships with the assigned portfolio while maximizing the bank's position and wallet.
- Originate new relationships with corporate customers.
- Be responsible for all end-to-end marketing and credit work related to relationship origination / management, including identification of opportunities, structuring, negotiation & closure, credit analysis, credit write-up & review/monitoring, limits utilization follow-up, risk management, etc.
- Lead client interactions and ensure smooth running of transactions.
- Liaise and resolve all post sanction issues related to documentation, compliance etc.
- Post disbursement monitoring by way of periodic customer visits, site visits etc
- Monitor early warning signals and take prudent measure to ensure portfolio quality
- Be responsible for audit and compliance of credit portfolio.
- Support and provide coaching to develop team members/support staffs

### .The Person

- Minimum 07-08 years experience out of which 5 years in managing a corporate portfolio in project finance or commercial banking.
- A degree from a recognized university or an equivalent professional qualification.
- An MBA will be an added advantage.
- Strong analytical skills and good industry knowledge
- Excellent communication and presentation skills
- Strong organizational skills & ability to handle multiple tasks/projects simultaneously
- Excellent leadership, interpersonal and customer relationship management skills

Applicants are invited to log on to [www.seylan.lk](http://www.seylan.lk) and upload the updated CV along with a recent photograph, or email the CV to [careers@seylan.lk](mailto:careers@seylan.lk) within 7 days of this advertisement.