



## RELATIONSHIP MANAGER SME & TRANSACTION BANKING (LIABILITY PRODUCTS)

We invite applications from highly driven and accomplished individuals for the position of “Relationship Manager – SME & Transaction Banking (Liability Products)” at Union Bank.

### The Job

- Acquire, manage and grow Liability products of Demand, Savings and Term deposits.
- Effectively cross sell the Bank’s products and services to achieve the intended portfolio growth and set income targets.
- Effectively resolve issues and challenges and provide excellent service to clients to strengthen relationships.
- Identify requirements/opportunities and tailor make solutions to create ‘value proposition’ to clients and increase revenue to the Bank.
- Interact and work closely with relevant support functions, and branch staff to ensure business goals are achieved by fostering teamwork and corporation.

### The Person

- Minimum 5 years banking experience with two years in Business Banking /Transactional Banking or 5 years branch banking experience with 2 years in sales.
- Highly sales and service oriented with sound knowledge in banking operations and trade services.
- Ability to work in an extremely target driven environment to deliver desired results.
- Good level of business expertise and commercial awareness, including economics, culture, procedural and regulatory standards.
- Ability to understand the requirements of various businesses in the market and fundamentals of running a business.
- Ability to interact with customers at all levels.
- Excellent interpersonal skills and ability to build relationships with internal and external stakeholders.
- Excellent time management, planning and organizing skills.
- Excellent range of communication skills including written, verbal and the ability to deliver compelling presentations.
- Bachelor’s degree in business or an equivalent professional qualification will be an added advantage

### Rewards

The right candidate can look forward to a remuneration package inclusive of staff loan benefits at concessionary interest rates and career prospects.

Applications must be forwarded via email to [jobs@unionb.com](mailto:jobs@unionb.com) with the names of two non-related referees on or before **21st April 2023**. The email subject line must state “**Relationship Manager - SME & Transaction Banking (Liability Products)**”. All applications will be treated with strict confidence. Only shortlisted applicants will be notified.

# UNION BANK

Head Office: 64, Galle Road, Colombo 03. | [www.unionb.com](http://www.unionb.com) | Fitch BBB- (Ika) | Union Bank of Colombo PLC is a licensed Commercial Bank supervised by the Central Bank of Sri Lanka. PB 676 PQ

WE ARE AN EQUAL OPPORTUNITY EMPLOYER