

## Relationship Manager – Project Finance

The job holder is responsible for harness an existing portfolio of clients while onboarding new good clients with a view of achieving profitability and balance sheet targets at individual level while complying with all internal and regulatory policies and guidelines while ensuring high level of portfolio quality to achieve an acceptable level of risk and rewards

### The Job:

- To formulate strategies and to execute business plans in line with the Team's strategy, in order to achieve the set targets at individual level
- Soliciting, structuring, and executing of long-term financing initiatives to meet the target assigned
- Structure term financing to projects/customers to suit the project cash flows while being in line with Bank's norms on lending and credit policies such as assets cover, debt servicing capacity, minimum targeted returns, exposure limits, etc
- Meet the Income, Fee, Asset & Liability targets given
- Work closely with other departments and Group Companies on cross sell
- Build and develop relationships with Development Finance Institutes( DFIs), Investment Banks and other Institutes in managing bilateral and syndication loans
- Ensure that all projects under implementation are visited and Project Finance Engineers' opinions are sought as required
- Ensure regular recoveries on due dates and close follow up on stressed clients
- Ensure all credit reviews are carried out annually
- Act as a "Centre of Expertise" (COE) for a designated entity such as UDA, EDB, CEB and such others

### The Person:

- Possess a degree in Banking / Engineering / Science / Commerce / Finance or any other related field and professional qualifications such as CIMA/ CA Sri Lanka/ CFA
- Possess minimum 6 years of banking experience out of which around 2 years of credit evaluation experience of complex projects
- Be a strategic thinker with commercial acumen
- Possess excellent relationship management skills
- Possess strong communication, presentation and negotiation skills
- Possess sound knowledge on Financial/ Customer Analytics

Please login to <https://www.ndbbank.com/careers> to apply on or before 20<sup>th</sup> July 2023

We will correspond only with the shortlisted applicants

*"We are an equal opportunity employer"*



Vice President, Human Resources

Classification: **Internal**

