

*Pan Asia Bank, The Truly Sri Lankan bank, with over twenty-seven years of presence 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 categories. 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 selected by LMD as one of the top 15 'Most Awarded 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.*

## **ASSISTANT GENERAL MANAGER – CORPORATE BANKING**

Reporting to the Chief Operating Officer, Assistant General Manager – Corporate Banking will lead, direct, and control the business unit to ensure the achievement of Business Objectives and annual financial budgets. He/she will be responsible for implementing the business strategy and driving the team to achieve set business results.

The incumbent should drive the relevant business areas to new heights and capture a sizeable market share while optimizing the profits, safeguarding Depositors' funds, enhancing the stakeholders' net worth and maintaining operational and regulatory standards across the Business Units reporting to him/her.

### **The Job:**

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The duties and responsibilities of Assistant General Manager – Corporate Banking include,

- Formulate the strategic direction and business plans relating to Corporate Banking
- Develop the business strategies through rational prudent and reasonable business decisions, and work with all stakeholders to implement corporate strategies.
- Work towards established targets, monitoring actual performance and taking remedial action, focusing on increasing market share by enhancing the exposures of the existing clientele/ securing new clients and through effective interest rate management adhere to improve the risk-reward profile.
- Identify customer needs, local and global new trends and competition develop products, services and delivery channels to drive business volumes, fees and profitability in a cost-effective manner
- Ensure compliance with statutory regulations and Bank internal controls and procedures
- Manage change within the business lines and lead guide and motivate staff at all levels to foster positive sentiment and acceptance of the business initiatives.
- Canvass Institutional /High Net worth clients for deposits and advances

### **The Person:**

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- 10years+ experience in Corporate Banking including a minimum of 05 years of proven and progressive management experience in lending/ guiding a Corporate lending Team
- Thorough understanding of the regulatory framework and pertinent regulations impacting corporate customers
- Full qualification in Banking / bachelor's degree in Business, Economics, Finance or related field possession of an MBA /MSC or CIMA/ CA is a prerequisite
- Advanced knowledge in loan syndication Corporate Finance, Marketing, Corporate lending and General Management and Risk Management
- Profound understanding of the Corporate sector, key competitors and offerings as well as our competitive edges to win quality customers
- Sound Verbal and written communication skills coupled with Analytical ability and numeracy skills
- Strong networking ability & Negotiation skills
- Time Management and ability to work under pressure

### **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 the 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.