



ABANS FINANCE PLC

Abans Finance PLC is a member of the prestigious Abans Group, a household name in Sri Lanka. With assets over Rs. 10 billion, we are one of the most innovative finance companies in Sri Lanka. The company's principal lines of business include finance leasing, mortgage loans, and acceptance of fixed and savings deposits. The company currently operates across the island and is further backed by over four hundred Abans PLC outlets island wide. The long-term rating of Abans Finance PLC is "BBB+" (lka) / (Rating Outlook Negative)) by Fitch rating Lanka limited which stands as a testament to the successful journey of the company and its strong backing of the parent company. Abans Finance PLC is seeking a dynamic, result-oriented individuals to be a part of its' winning team.

Ampara, Anuradhapura, Badulla, Batticaloa, Colombo, Dambulla, Embilipitiya, Galle, Gampaha, Jaffna, Kaduruwela, Kandy, Kurunegala, Matara, Puttalam, Rathnapura, Tissamaharama, Trincomalee, Vavuniya

Assistant Manager - Credit & Marketing

Key Responsibilities:

- To achieve set targets on auto finance products (Four-wheeler leasing/loans/auto-drafts) within the credit guidelines.
- Conduct credit assessment within company risk appetite.
- Maintain desired collection ratio.
- Maintaining and making strong relationships with business partners and business introducers in the assigned area.
- Planning and implementing new strategies to attract new customers.
- Maintain operational controls and customer service excellence.

Key Requirements:

- Minimum 5 years of experience in the field of marketing, credit evaluation and portfolio management of auto finance products with at least 3 years of experience in the executive grade or above.
- Full/ part professional qualification in a related area or a degree from a recognized university/ institute though not essential but will be an added advantage.
- Reasonable knowledge in regulatory framework in the area.
- Possess excellent communication, negotiation, persuasion, and PR skills.
- Candidate should possess a valid riding/ driving license.
- Sound knowledge in MS Office applications.

Senior Executive/ Executive - Credit & Marketing

Key Responsibilities:

- To achieve set targets on Micro Leasing (registered two/ three-wheeler) and Auto Finance products within the credit guidelines.
- Conduct credit assessment within company risk appetite.
- Maintain desired collection ratio.
- Maintain operational controls and customer service excellence.

Key Requirements:

- Minimum 2 years of experience in the field of marketing, credit evaluation and portfolio management of micro leasing (two-wheeler & three-wheeler) and/ or auto finance products.
- Possess communication, negotiation, persuasion, and PR skills.
- Candidate should possess a valid riding/ driving license.
- Sound knowledge in MS Office applications.

Applicants with permanent address within 30 KM radius of above mentioned branches / customer service centres are preferred. Candidates with full/ part professional qualification in a related area or a degree from a recognized university/ institute **without having experience** can also be considered as trainees. The above positions offer excellent career prospects and opportunities for further progression together with internal & external training. An attractive negotiable remuneration package in keeping with experience and industry norms is on offer.

Please forward your resume to careers@abansfinance.lk or by post to Assistant Manager -Human Resources, Abans Finance PLC, No 456, R. A. De Mel Mawatha, Colombo 03 with contact details of two non-related referees **indicating the post applied for** in the subject line within 14 days of this advertisement.