



*Pan Asia Bank, The Truly Sri Lankan bank, with over twenty-eight 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.*

# ACCOUNT RELATIONSHIP OFFICERS

## Colombo, Central, Southern and North-Western Regions

### Job Profile:

- Enhance the Current Account Portfolio of the region to achieve set budgets by maintaining a close relationship with the existing customer base and acquiring new business banking/SME Customers
- Enhance revenue through innovative fee-based facilities/services
- Setout an aggressive sales plan for acquiring new business banking / SME Customers to the bank
- Provide a higher standard of service through follow-up of day-to-day inquiries by liaising with branch managers and support departments
- Attend all current account transaction requirements in the region

### Candidate Prerequisites:

- Full/part qualification in Sales/Marketing or Banking would be beneficial
- Possess a minimum of 02-03 years of experience in the banking/finance field with exposure to Liability Sales and Business / Transactional Banking or Relationship Banking
- Knowledge of basic banking operations related to cash and cheque facilities would be beneficial
- Strong communication skills in both Sinhala and English languages
- A target-driven individual with skills in planning, negotiating, and selling
- Should have a pleasing confident and outgoing personality with a strong sales and customer service mindset

### Remuneration:

The successful candidates will be provided with an attractive remuneration package including fringe benefits, commensurate with industry standards and will be placed to 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.