



**HNB**  
General  
Insurance

**JOIN OUR  
DYNAMIC TEAM**

A P P L Y N O W !

We believe in developing careers through varied exposures. It is our aim to provide growth opportunities for the right talent. In this quest, you now have the opportunity to grow and contribute to an organization that is geared for success.

## **Senior Executive – Corporate Business Development**

### **Job Role**

- Maintaining Renewal retention, RFQ follow up, and new business channeling for HNB Corporate Banking and Emerging Corporates.
- Maintenance of dashboards and reporting to HNB and HNBGI management.
- Initiation and follow up of competitions and campaigns.
- Update and monitor RFQs, as well as track conversion ratios.
- Build and maintain relationships with ROs, RMs, and Heads of HNB.
- Communication with HNB clients and other stakeholding departments.

### **Job Pre-Requisites:**

- Completion of G.C.E. A/L.
- The completion of insurance-related qualifications will be an added advantage.
- Minimum of 3 to 5 years of experience in the Insurance Industry with minimum of 6 months of experience with adequate exposure in a similar capacity.
- Strong communication and interpersonal skills.
- Proficiency in Microsoft Office applications is required (Excel, Power Point, and Word).

If you believe you are the right person we are looking for, forward your complete resume together with contact numbers and the names of two non-related referees to reach us within 10 days of this advertisement by email to [dilhani.shanika@hnbgeneral.com](mailto:dilhani.shanika@hnbgeneral.com) (State the position applied on the subject line)

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SRI LANKA  
2022