



*Armed with a proud history of over 29 years, Pan Asia Bank is on an exciting growth journey, evidenced by an array of recognitions, including being honoured as one of the Top 40 business entities in the country by Business Today, the most awarded entities by LMD, Best Green Bank in Sri Lanka by Global Banking & Finance, Best Bank for ESG by International Business Magazine, the Best CSR Bank by Brands & Business Magazine, to name a few.*

*We are looking for proactive, results-focused, and enthusiastic individuals to join our team. If you are ready to make a significant impact and be an integral part of our expanding team, we would love to hear from you! We believe your presence in our team will help enhance our standing further with your dynamic personality and professional skills.*

# BRANCH MANAGER

## Dankotuwa Branch

### Job Profile:

- Overall management and running the branch as a profit center adhering to set norms/ operational guidelines
- Develop and execute, integrated sales relationships, deposit mobilization, and credit strategies to align with the Area Business Plan and to upgrade service quality
- Ensure continuous growth of the SME lending portfolio of the branch and ensure achievement of budgeted lending targets with a focus on mid and large-size SME businesses
- Set KPIs for branch staff, constantly review progress, and foster an environment in which branch staff work together to achieve set business goals
- Support portfolio growth by identifying cross-sell opportunities, guiding the team to deepen relationships and increasing client acquisition and retention
- Ensure continuous business growth by interacting with the local business community and participating in society events/ functions

### Candidate Prerequisites:

- Full/ Part qualification in Banking at IBSL
- A Bachelors’ Degree will be an added advantage
- Minimum 10 years of work experience in Commercial Banking out of which minimum 02 - 03 years serving in a capacity of Assistant Branch Manager or Branch Manager
- Hands-on experience in lending and growing the loan book is a must
- Knowledge of both Retail and SME banking covering Consumer Banking Operations and Credit Evaluation with adequate exposure to Credit Administration
- Sound communication skills and a flair for public relations with a service oriented mindset
- Should have leadership skills with driving team towards a performance-driven culture

### Remuneration:

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

If you are a results-driven Banking professional looking for a challenging and rewarding opportunity, we invite you to apply for the position through our career portal before the deadline provided.

APPLY NOW

Assistant General Manager - Human Resources,  
Pan Asia Banking Corporation PLC, No 450, Galle Road, Colombo 03

