



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 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.

ACCOUNT RELATIONSHIP OFFICER

Colombo Region

We are looking for a dynamic Account Relationship Officer to expand our Current Account portfolio by nurturing existing relationships and acquiring new SME and business banking customers. If you have a flair for sales, a keen eye for opportunity, and the drive to deliver exceptional service, this is your chance to grow your career in a rewarding banking environment.

Job Profile:

- Enhance the Current Account Portfolio in the assigned region to meet budget targets by maintaining strong relationships with existing customers and acquiring new business banking and SME clients.
- Increase revenue by offering innovative fee-based services and facilities.
- Develop an aggressive sales plan to attract new business banking and SME customers for the bank.
- Deliver a higher standard of service by promptly addressing day-to-day inquiries and collaborating with branch managers and support departments.
- Attend to all current account transaction needs within the region.

Candidate Prerequisites:

- A part qualification in Sales, Marketing, or Banking would be advantageous
- Minimum of 2-3 years of experience in the banking or finance field, particularly in Liability Sales, Business/Transactional Banking, or Relationship Banking, is required
- Familiarity with basic banking operations related to cash and cheque services is desirable
- Strong communication skills in both Sinhala and English are essential
- A target-driven individual with skills in planning, negotiation, and sales is preferred
- Should possess a pleasing, confident, and outgoing personality, along 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.

If you are a results-driven professional looking for a challenging and rewarding opportunity in the banking sector, 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

 **PAN ASIA BANK**
The Truly Sri Lankan Bank