



# Can your courage craft our tomorrows?

Growth is a combination of hard-working and commitment. That's why at Seylan Bank, We enrich your growth journey with a progressive culture that empowers your potential. With your determination to succeed and our innovative mindset, together we can re-shape the future of Banking in Sri Lanka.

## Senior Relationship Manager / Relationship Manager – Corporate Banking

### Job Responsibilities

- Developing new corporate relationships while strengthening existing key revenue generating relationships.
- Evaluation and submission of quality credit appraisals and reviews.
- Improve the quality of the portfolio and work along with the business team to implement corporate banking strategies to achieve short and long term objectives.
- Manage a team which comprise of Relationship Managers, (Junior and Senior), Credit Officers and Operations and provide leadership to develop their relationship management skills and achieve their individual job targets and team objectives.
- Contribute to the overall strategy formulation, conducting market and competitor analysis, trade flows and innovative deal structures.
- Keep abreast of current developments and market trends to better identify business opportunities and to grow the portfolio.
- Close monitoring of accounts and taking preventive measures to ensure the health of the portfolio.

### The Person

- A minimum of 8 - 10 years experience in banking out of which 5 years in managing a corporate portfolio either in commercial banking or in project financing.
- Be fully qualified with a suitable academic or a professional qualification in banking and finance.
- Be a target oriented self-starter, exhibiting a high level of initiative.
- Strong relationship management skills coupled with strong analytical skills.
- Effective interpersonal and communicational skills.
- Should be a team player focused on delivering common business goals.

If you fulfill the above criteria, we invite you to email your CV along with a recently taken photograph to [careers@seylan.lk](mailto:careers@seylan.lk) within 7 days of this advertisement.

Only the shortlisted candidates will be contacted by Seylan HR.