

Do you **embrace perseverance, display resilience** and believe that collectively, we can **foster growth and progress together?**



Relationship Manager - Corporate Banking Department

You should ideally;

- possess a degree or a full professional qualification acceptable to the Bank
- possess 8 - 10 years of executive experience in the banking/finance field preferably with exposure to commercial banking and project lending. experience in handling clients in NBFIs sector & the Government of Sri Lanka would be an added advantage.
- have excellent relationship management skills with the ability to manage and grow a portfolio of existing clients
- be able to develop new relationships through the acquisition of new-to-bank clients
- strong interpersonal and communication skills
- possess necessary skills to cross sell liability/ PFS/ cash management products thus increasing the Bank's wallet share
- willing to meet work demands for urgent customer transactions/proposals

You will be responsible for,

- managing and developing effective client relationships, identifying and managing solutions to meet a wide range of customer needs and promoting products and services
- new business development and on boarding clients
- generating and growing revenue streams through effective client management
- managing a diversified portfolio and appraising and recommending credit facilities
- developing a comprehensive understanding of the client's financial requirement and demonstrating strong product and service knowledge to match the bank's offering
- overseeing the credit risk associated with assigned client relationships
- implementation of projects, credit monitoring and follow up and maintaining and improving the quality of the portfolio

We are an equal opportunity employer, committed to promoting an inclusive and diverse environment. Recruitment to the Bank is based solely on merit and competency irrespective of other characteristics that make our employees unique. Any form of canvassing is discouraged. Correspondence will only be with the short-listed candidates.

Please apply via e-mail by sending an updated CV or a DFCC Bank application form which could be downloaded from our website to recruit@dfccbank.com with the post applied for in the subject by 13 August 2023.

Chief Human Resources Officer
DFCC Bank PLC
73/5, Galle Road, Colombo 03