



Join us as **Leasing Officer** and elevate your career in banking excellence

With the proposed expansion plans of our Bank, we invite applications from highly driven and accomplished individuals for the position of Leasing Officers for the locations below

Anuradhapura, Badulla, Galle, Ja-Ela, Kandy, Kohuwala, Matara, Nawala, Negombo, Pettah, Ratnapura and Wattala.

As a Leasing Officer, you will play a crucial role in facilitating leasing transactions for our valued clients, ensuring their satisfaction and contributing to the growth of our leasing portfolio.

The Job Role

- ▶ Engage with clients to understand their leasing needs and objectives.
- ▶ Present leasing options and financial solutions tailored to clients' requirements.
- ▶ Organize and conduct leasing Product Promotional activities.
- ▶ Conduct thorough credit evaluations and risk assessments.
- ▶ Negotiate lease terms and conditions in accordance with bank policies and regulations.
- ▶ Collaborate with internal teams such as credit, legal and operations to expedite leasing facilities.
- ▶ Maintain accurate documentation and records of leasing agreements and client interactions.
- ▶ Provide exceptional customer service throughout the leasing process, addressing client inquiries and concerns promptly and professionally.
- ▶ Stay informed about industry trends, market conditions, and regulatory changes affecting leasing activities.

The Candidate Profile

- ▶ Minimum 4 years' experience in banking/financial industry, having minimum 2-3 years in leasing.
- ▶ Full or part qualification in banking would be an advantage.
- ▶ Excellent communication and analytical skills.
- ▶ Knowledge of regulatory requirements governing leasing transactions.
- ▶ Ability to multi-task and work in a challenging environment.
- ▶ Excellent oral and written communication skills.
- ▶ A team player with good interpersonal and organizational skills.

Rewards

The right candidate can look forward to a remuneration package inclusive of staff loan benefits at concessionary interest rates and career prospects.

Applications must be forwarded via email to jobs@unionb.com with the names of two non-related referees on or before **30th April 2024**. The email subject line must state **Leasing Officers**. All applications will be treated with strict confidence. Only shortlisted applicants will be notified.

We are an Equal Opportunity Employer.

 **UNION BANK** **Transforming Lives**