

OVERSEAS ACCOUNT RELATIONSHIP OFFICER - (REMITTANCE)

The job holders will be responsible to promote remittances from specifically identified overseas locations to Sri Lanka and to create awareness about NDB bank, its products and services, among identified market segments in the noted overseas location and establish new relationships as well as maintain & grow existing relationships. In doing so he / she will be responsible for the following;

The Job

- ▶ To promote remittance from specially identified overseas locations to Sri Lanka.
- ▶ To maintain/mine existing customers to increase business (through cross-sell of products/services).
- ▶ To acquire new customers with a clean profile (new CASA, TMD and asset product acquisition).
- ▶ To be up-to-date on all applicable policies, procedures & guidelines that would help in fulfilling the business & operations plan.
- ▶ To ensure all customer transactions are completed as per policy, guidelines and banking practices /SLAs.
- ▶ Propose appropriate products for the customer adhering to product guidelines.
- ▶ To provide appropriate and accurate data as and when required by the business line.
- ▶ To ensure safe-keep / Security of all data (digital and physical) as per policy.
- ▶ Identify opportunities that will enhance productivity/ accuracy / other benefits without compromising on risk.
- ▶ To maintain zero-tolerance on breaches in respect of all current and upcoming regulatory requirements, inclusive of Anti-Money laundering and CFT compliance.
- ▶ Maintain / mine relationships with existing businesses partners and introduce new partners to NDB.

The Person

- ▶ Full /Part qualified in Banking, Finance, Business Management, Marketing, Sales or with an equivalent professional /academic qualifications.
- ▶ Minimum 7 years' experience in Banking or Sales.
- ▶ Excellence in Planning & Organizing, Relationship Management & People Management.
- ▶ Possess strong negotiation, coordination & communication skills.
- ▶ Possess Commercial acumen & Leadership skills.

The position is at Executive/Associate Manager Level.

Please login to <https://www.ndbbank.com/careers> to apply on or before 27th July 2024

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



The future is banking on us

Vice President Human Resources

