



**PUBLIC BANK BERHAD**  
Excellence Is Our Commitment

# ACCOUNT RELATIONSHIP OFFICERS



*PUBLIC BANK, one of Malaysia's largest top-tier Commercial Banks' with a presence of over 30 years of operations in Sri Lanka has openings for the following positions*

The Account Relationship Officer will be required to promote the Banks' entire range of loan /deposit products and services. He / She will be responsible :

1. To solicit new loans / business
2. To cross sells Banks full range of financial products and services to prospective customers.
3. To prepare credit proposals for retail and corporate customers
4. To engage in Banks' promotional campaigns
5. To continuously develop and increase business volumes from existing customers whilst establishing good rapport.
6. To prepare Management Reports / Reports to Head Office and other Regulatory Authorities
7. To carryout regular visits to New and Existing customers / Carryout Site Inspections of Mortgaged properties and buildings under construction financed by the bank

## **Requirements**

- Strong communication and presentation skills
- Minimum of 5 years overall banking experience with at least 2 – 3 years' experience in sales & marketing.
- Degree, Professional qualification in Banking, Marketing or equivalent qualification.
- Possess excellent written & oral communication skills specially in English
- Proficiency in Sinhala & Tamil will be an added advantage
- An outgoing personality with a knack for Sales and the ability to work under pressure

Successful candidates will be offered an attractive remuneration package that will commensurate with the qualifications and experience.

If you are a dynamic, able to work in a team and possess strong leadership qualities, you are invited to submit your application stating your personal particulars, qualifications, work experience, contact telephone numbers, together with present & expected salary, 2 non related referees and a non-returnable passport size colour photograph within 7 days of this advertisement.

The Country Head  
**Public Bank Berhad**  
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Colombo 00300

E-mail – [pbbslk@publicbank.com.lk](mailto:pbbslk@publicbank.com.lk)  
Only short-listed candidates will be notified.



**PUBLIC BANK**  
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