



Growth is a mindset. Ready to nurture yours?

Seylan Bank, one of the most progressive banks in the country, is seeking a competent and forward thinking person to fill the following vacancy. This is your opportunity to join our dynamic team and move towards your career goals.

Area Relationship Officer /Executive – SME (Negombo, Gampaha, Galle & Anuradhapura)

Job Responsibilities

- Identify and understand different customer segments, build up new to bank SME business relationships and canvass new business from prospective customers.
- Appropriately map and provide relevant and suitable financial products and services to meet the needs of prospective customers and introduced customers.
- Maintain close relationship with introduced customers through regular engagement (calls, visits, etc) - maintain account plan for structured engagements.
- Look at cross-selling and increase the share of wallet of introduced SME clients.
- Coordinate with branch staff in the Area and other SHO Department in conducting business/marketing campaigns, in building healthy sales pipelines to ensure key performance indicators are being met.
- Successful conversion of the business leads shared by head office.
- Coordinate with branch staff and SME Hub in the Area to ensure seamless process of credit facilities and delivery of supreme customer experience.
- Understand and identify key market needs, customer behavior and give insights to support new and existing product development at Seylan Head Office -SME.

The Person

- Minimum 5 - 6 years of experience in banking or financial institute, preferably with credit exposure.
- Full or part qualification in Banking / Credit.
- Smart, intelligent and with a pleasing personality.
- Good Communication and inter-personal skills.
- Ability to work under pressure.

If you fulfill the above criteria, we invite you to email your cv along with a recently taken photograph to careers@seylan.lk within 7 days of this advertisement.

Only the shortlisted candidates will be contacted by Seylan HR