

BUSINESS RELATIONSHIP OFFICERS (COLOMBO, UVA SABARAGAMUWA & EAST REGIONS)

The position holder is responsible to advice and generate business for SME-S division of the branch, achieve budgeted numbers of Assets, Liabilities & Income assigned during the year and manage the credit requirements at the Branch for needs that may arise from time to time on SME-Middle Market Customers.

THE JOB

- Acquisition of new customers to grow the portfolio generate fee income / NI income and maintain product mix.
- Manage customer queries and customer requests that come to the Branch for SME-S division and cross sell for the Middle Market Segment.
- Manage existing portfolio as assigned and understand their needs and catering to them through suitable products.
- Deepen the relationship by cross-selling / up-selling variety of products to improve customer stickiness and improve profitability for the region.
- Maintain portfolio standards and manage delinquencies as per targets assigned.
- Assist the Business Banking Unit with managing the Middle Market Client.
- Periodically map all customer segments and business opportunity that hold potential for SMEs in the assigned branches.
- Co-ordinate with central credit team, legal, central ops team to manage credit sanction and credit delivery of files within defined timelines.

THE PERSON

- Full / part qualified in Banking and / or Finance / Credit Management.
- Possess minimum 5 – 7 years of Banking experience with exposure to credit.
- Excellent relationship management skills.
- Possess sound communication, coordination and negotiation skills.
- Business acumen and be good in planning & organizing.

Position is at Junior Executive / Executive Level.

Please login to <https://www.ndbbank.com/careers> to apply on or before 24th February 2025.

We will correspond only with the shortlisted applicants

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NDB bank

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Vice President Human Resources