

STEP IN TO A CAREER IN BANKING



BUSINESS DEVELOPMENT OFFICERS

Are you a dynamic professional passionate about sales, driving growth by marketing and promoting banking assets and liabilities?

Your role

- ▶ **Assets Sales** : Build and grow a portfolio of personal and business loans, credit facilities, and other lending solutions.
- ▶ **Liabilities Sales** : Drive deposit growth through account acquisitions, fixed deposits, and innovative savings products.
- ▶ **Customer Engagement** : Identify and cultivate relationships with new and existing clients to offer tailored financial solutions.
- ▶ **Sales Targets** : Achieve and exceed individual and team sales targets for both assets and liabilities.
- ▶ **Market Awareness**: Stay updated on financial trends, competitor products, and customer needs.

What we offer :

- ▶ Competitive salary and performance-based incentives.
- ▶ Comprehensive training programs.
- ▶ A supportive and inclusive work environment.
- ▶ Opportunities for career advancement.

Your Profile :

- ▶ Work experience in sales, marketing or business development roles.
- ▶ Relevant qualification in marketing would be a definite plus.
- ▶ Strong communication and negotiation skills.
- ▶ A results-driven mindset with a passion for sales & achieving goals.
- ▶ Knowledge of banking products would be an added advantage.

WALK-IN INTERVIEWS will be held at the Union Bank Head Office - Colombo 3, on **22nd of February 2025** from 9:00 am to 12:30 pm

We are an equal opportunity employer

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