



# 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.

## Assistant Team Leader – Liability Product Management

### Job Responsibilities

- Lead and manage a team of Relationship Officers who are overlooking the branches in the assigned regions. Train and motivate Relationship Officers to achieve the set targets in all pillars.
- Carry out customer visits with Relationship Officers to identify and acquire new-to-bank high-quality CASA customers to increase CASA volumes of the branches.
- Work closely with sales channels, other departments/segments of the bank and external entities to ensure sales effectiveness and efficiencies.
- Work closely and support branches for new to bank CASA acquisition enabling them to achieve set annual targets.
- Visit branches to ensure stabilization of CASA base and effective implementation of the initiatives related to CASA acquisition through appropriate sales channels.
- Monitor the progress & performance of branch Relationship Officers & provide the required guidance.
- Co - ordinate, organize and participate in joint performance reviews with Area Managers and Line Management officials and Team Leader of the Catalyst Team.
- Prepare and implement campaign calendar for branches based on business requirements of the entire bank.
- Liaising with Business Units and ensure tools and enablers are updated on monthly basis.

### The Person

- Minimum of 5 - 6 years experience in banking out of which 3 years in Sales/ Marketing/ Relationship Management.
- Full or part qualification in Banking/Marketing or Finance will be an added advantage.
- Strong communication, Leadership skills, Coordination and team building skills.

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

Only the shortlisted candidates will be contacted by Seylan HR