



JOIN OUR TEAM AS **BUSINESS DEVELOPMENT ASSOCIATE / EXECUTIVE - LEASING SALES**

With the proposed expansion plans of our Bank, we invite applications from highly driven and accomplished individuals for the position of **Business Development Associate / Executive**.

As a **Business Development Associate / Executive**, you will play a crucial role in facilitating leasing transactions for our valued clients, ensuring their satisfaction and contributing to the growth of our leasing portfolio.

Key Responsibilities:

- ▶ Meet and exceed individual sales targets.
- ▶ Engage with clients to understand their leasing needs and objectives.
- ▶ Assist in coordinating leasing campaigns and promotional activities.
- ▶ Identify, qualify leads, and maintain an organized customer database.
- ▶ Develop and implement effective sales action plans.
- ▶ Actively engage in events organized by the bank to promote our business.
- ▶ Compile and present regular sales visit and call reports.

Candidate Profile:

- ▶ Minimum 4-5 years' experience in banking/financial industry, having minimum 2-3 years in leasing. GCE A/L with three passes.
- ▶ Full or part qualification in banking OR Previous sales experience and part qualifications in SLIM or other marketing certifications are advantage.
- ▶ Excellent communication and analytical skills.
- ▶ Knowledge of regulatory requirements governing leasing transaction
- ▶ A self-motivated, outgoing individual with excellent networking and relationship-building skills.
- ▶ Ability to provide effective solutions to customer needs.
- ▶ Proficient communication skills in English, Sinhala/Tamil.
- ▶ Previous sales experience and part qualifications in SLIM or other marketing certifications are advantageous.

Rewards

The right candidate can look forward to a remuneration package inclusive of staff loan benefits at concessionary interest rates and career prospects.

Applications must be forwarded via email to jobs@unionb.com with the names of two non-related referees on or before 15th July 2025. The email subject line must state “ **Business Development Executive / Associate - Leasing Sales**”. All applications will be treated with strict confidence. Only shortlisted applicants will be notified.

We are an equal opportunity employer