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Certified

SEP 2025-SEP 2026
LKA

BE PART OF OUR

GROWTH STORY

**MANAGER/ASSISTANT MANAGER
REGIONAL RETAIL & SME BUSINESS DEVELOPMENT**
REGIONAL OFFICE – UVA REGION



You should ideally:

- possess approximately 8 years of progressive experience in Retail and SME banking with a minimum of 3 years in a senior leadership role
- possess a full or part professional qualification acceptable to the bank will be a definite advantage
- have a proven track record in sales leadership, market expansion and team development
- possess strong analytical, strategic thinking and interpersonal skills
- have a solid understanding of regulatory compliance and risk management practices in the banking sector

You will be mainly responsible for:

- leading and managing the Retail and SME business portfolio within the region by driving focused sales strategies
- strengthening customer relationships and support the overall strategic vision, to boost Retail & SME customer acquisition, retention, profitability & service delivery
- leading sales performance across branches and supporting team productivity and target achievement
- fostering high-performing teams by developing branch-based business development teams and sales performance management
- ensuring adherence to internal policies, CBSL regulations and governance standards

We are an equal opportunity employer, committed to promoting an inclusive and diverse environment. Recruitment to the Bank is based solely on merit and competency irrespective of other characteristics that make our employees unique. Any form of canvassing is discouraged. Correspondence will only be with the short-listed candidates.

Please apply via e-mail by sending an updated CV or a DFCC Bank application form which could be downloaded from our website to recruit@dfccbank.com with the post applied for in the subject by **6 March 2026**.

Chief Human Resources Officer
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Fitch Ratings A (lka)
Licensed Commercial Bank supervised by CBSL

 **DFCC BANK**
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