



Are you the go-getter we are looking for?

Growth is a combination of hard-working and commitment. That's why at Seylan Bank, We enrich your growth journey with a progressive culture that empowers your potential. With your determination to succeed and our innovative mindset, together we can re-shape the future of Banking in Sri Lanka.

Cards Relationship Officer-Cards Sales

Job Responsibilities

- Acquire and manage High Net Worth (HNW) credit card customers with strong income and spending profiles.
- Build and maintain long-term relationships with affluent customers through personalized card solutions and superior service.
- Onboard customers from established premium retail banking segments in a discreet and professional manner.
- Drive card acquisition, activation, utilization, and digital banking adoption relevant to card customers.
- Ensure portfolio growth with strong focus on quality, compliance, and sustainable performance.
- Collaborate with Card Centre, Digital Banking, Credit, and Operations teams to deliver seamless customer onboarding and service.
- Achieve assigned targets while maintaining high customer experience standards.
- Conduct market development activities to increase market potential.

The Person

- Minimum 3–4 years of sales experience, preferably within the Banking or Financial Services industry.
- A self-motivated, outgoing personality with strong networking and relationship-building capabilities.
- A Strong track record of performance, specifically being recognized as a "Best Performer" or "Top Achiever" at organizational sales awards, will be definitely an added advantage.
- Excellent communication and interpersonal skills with a customer-centric mindset.
- Exceptional networking skills with best-in-class service to emphasize that the acquisition is built on quality and relationship management.
- A full or partial professional qualification in Marketing (CIM / SLIM) will be considered an added advantage.

APPLY VIA XPRESSJOBS

Only the shortlisted candidates will be contacted by Seylan HR

