

RELATIONSHIP MANAGER - MIDDLE MARKET (BUSINESS BANKING)

The position holder is responsible for deepening relationships with top accounts in a Branch / Branches related to Business Banking - Middle Market Segment as well as source accounts from open markets to grow the Asset & Liability books of the said segment. In doing so he / she will be responsible for the following:

Vacancies are available in Colombo & Greater Colombo Regions.

THE JOB

- To understand strategy, business plan & operations plan relating to Business Banking - Middle Market segment, in terms of segment mix, portfolio mix & such other factors that will help achieve the targets
- To periodically map all customer segments & business opportunities that hold potential for Business Banking - Middle Market segment within the assigned Branches
- To ensure close monitoring & achievement of business plan / targets relating to Business Banking - Middle Market Assets & Liabilities across all branches assigned to them
- Maintain portfolio standards & manage delinquencies as per assigned target
- Deepen the business relationship by cross-selling / up-selling variety of products to improve customer stickiness & improve profitability for the region
- Ensure that optimal levels of income are generated for each client & a high level of Customer / Group profitability is achieved
- To establish a robust internal control environment that is periodically reviewed & strengthened, through self-audits, periodic checks and such, as per policy

THE PERSON

- Should have a Master's or Bachelor's degree with a 1st class or 2nd class upper division or fully qualified in in CIMA or Chartered Accountancy. (Qualification 1)
- Should possess a Bachelor's degree in Commerce, Finance, Management, Economics, Banking or any other related field (Qualification 2)
- Possess at least 5 years' exposure in Credit (If Qualification 1 is fulfilled)
- Possess at least 8 years of Banking or Financial Services experience including at least 6 years' exposure in Credit (If Qualification 2 is fulfilled)
- Possess strong negotiation and communication skills
- Excellence in Planning & Organizing, Relationship Management & People Management

Please login to <https://www.ndbbank.com/careers> to apply on or before **19th October 2023**

The position is at Associate Manager levels

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



The future is banking on us

Vice President Human Resources