

SENIOR RELATIONSHIP MANAGER - MIDDLE MARKET (BUSINESS BANKING)

The job holder will be responsible to lead a team of Relationship Managers who are responsible for monitoring and developing accounts mapped to them. He/ she is also responsible to generate new business, sanction loans and ensure timely credit delivery. The position holders will report to the Zonal Head Business Banking.

Vacancy is available in the Uva Sabaragamuwa Region

THE JOB

- To understand strategy, business plan & operations plan relating to small & medium / mid-market enterprises banking
- To periodically map all customer segments & business opportunity that hold potential for mid-market enterprises banking in the identified region
- To periodically map competitive intensity across customer segments
- To ensure close monitoring & achievement of business plan / targets relating to Middle Market Assets & Liabilities across all branches in the assigned region.
- To ensure facility structuring based on credit appraisal, collateral / security valuation and such other factors, as per policy
- Manage the overall portfolio of the region and ensure the portfolio falls into the desired profitability matrix
- To ensure the Teams' engagement in Relationship Management of the portfolios.
- To be up-to-date on all applicable policies, procedures & guidelines that would help in fulfilling the business & operations plan
- Manage the overall portfolio of the region and ensure the portfolio falls into the desired profitability matrix
- Responsible in overall recoveries of the Middle Market Asset Portfolio
- Responsible for mentoring and coaching other associates and serving as a senior resource
- To provide leadership in sustaining a performance-culture and achieve the business plan through the Direct Reports

THE PERSON

- Degree in Banking, Finance, Commerce or related field or equivalent full professional qualification
- Possess around 8-10 years banking experience out of which 4 years in credit including managerial experience
- Excellent Relationship Management, Persuasion, Influencing and Negotiation skills
- Analytical & People Management skills

The position is at Senior Deputy Manger Level

Please login to <https://www.ndbbank.com/careers> to apply on or before **23rd November 2023**

We will correspond only with the shortlisted applicants
"We are an equal opportunity Employer"



Vice President Human Resources