



Merchant Bank of Sri Lanka & Finance PLC (MBSL), a well-established Financial Institution and a subsidiary of Bank of Ceylon is looking for dynamic and result oriented individuals to join our team for the following posts.

Marketing & Credit Officers for our Branch Network across the Island:

Job Role

- Maintain high credit quality portfolio whilst achieving net growth.
- Maintain 100% collection ratio throughout the year.
- Meet the given KPIs.

Qualifications & Experience

- G.C.E.O/L Examination as the minimum qualification entry.
- Excellent communication skills with sound educational background preferably with professional qualification relevant to credit and marketing.
- Attractive personality with good interpersonal skills.
- Minimum 03 years of experience in sales or marketing preferably in a Bank or Financial Institution.

Recovery Officers

Job Role

- Ensure monthly rental payments from customers are collected promptly as and when the rental get due and meet the given collection target of the branch / assigned portfolio.
- Conduct proper follow up on pending (arrears) repayment and make collections as per the agreed payment schedules and take necessary strategies / steps to avoid the facilities falling in to risk category .
- Provide continuous follow up of the customers for their due payments and collect the arrears amounts and take necessary strategies / steps to avoid the facilities falling into non-performing category.
- Take appropriate and timely recovery actions to move the performing portfolio towards lesser arrears position and take timely actions to minimize losses and maximize recoveries of the assigned portfolio.
- Make calls, follow-up customer correspondence (reminder letters, notice of terminations and terminations) on stipulated dates as per the recovery procedure and send other client / guarantor correspondence for effective monitoring purposes.
- Visit every customer / guarantor when the contract goes in to arrears and / or as and when required and take appropriate actions to regularize the contract.

Qualifications & Experience

- G.C.E.O/L Examination as the minimum qualification entry.
- Attractive personality with good interpersonal skills.
- Minimum 04 years of experience in Recovery preferably in a Bank or Financial Institution.
- Part qualification in relevant discipline is an added advantage.

Remuneration:

Performance based remuneration package will be offered to the right candidates, based on the qualifications and experience.

How to Apply:

Applicants are advised to indicate the positions applied for on the subject line of the e-mail / top left-hand corner of the envelope and send your detailed resume along with names of two non-related referees within 7 days of this advertisement to the following email/ address. The vacancies will be filled purely on merit and any form of canvassing will result in disqualification. Only short-listed candidates will be called for an interview.

Human Resource Department
Merchant Bank of Sri Lanka & Finance PLC,
Level 17, Bank of Ceylon Merchant Tower,
No. 28, St. Michael's Road,
Colombo 03.
(e-mail: careers@mbslbank.com)