



*Pan Asia Bank, The Truly Sri Lankan Bank, with over twenty-seven years of experience in the Banking Industry, is on an ambitious growth trajectory. The Truly Sri Lankan Bank was recognized at the National Business Excellence Awards organized by the National Chamber of Commerce of Sri Lanka with two prestigious awards: the Runner-up Award for the Banking Sector and the Merit Award for Corporate Governance. These awards are a testament to strong financial/business fundamentals and how well the bank has laid a framework to mitigate any risks. In addition, Pan Asia Bank was also awarded 'Best Employee ESG Program of the Year 2022' by Global Banking & Finance Awards UK. It was also honoured by LMD as one of the top 15 'Most Awarded Entities' in Sri Lanka, while being among LMD's 'Most Respected Entities' and Business Today magazine's Top 40 Business Entities in Sri Lanka.*

*We are looking to handpick a dynamic, results-oriented and highly motivated individual to join us on this exciting journey and to make a positive contribution as a valued member of our growing organization.*

## BRANCH MANAGERS

### Job Profile:

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- Overall management and running the branch as a profit center adhering to set norms/ operational guidelines
- Develop and execute, integrated sales relationships, deposit mobilization, and credit strategies to align with the Area Business Plan and to upgrade service quality
- Ensure continuous growth of the SME lending portfolio of the branch and ensure achievement of budgeted lending targets with a focus on mid and large-size SME businesses
- Set KPIs for branch staff, constantly review progress and foster an environment in which branch staff work together to achieve set business goals
- Support portfolio growth by identifying cross-sell opportunities, guiding the team to deepen relationships and increase client acquisition and retention
- Ensure continuous business growth by interacting with the local business community and participating in society events/ functions

### Candidate Prerequisites:

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- Minimum 10 years of work experience in a Commercial Bank out of which 04 years serving as a Branch Manager with leadership exposure
- Full/ Part qualification in Banking
- Bachelors' Degree will be an added advantage
- Sound communication skills and a flair for public relations
- Exercise innovative leadership within a performance-driven culture and possess a "service-oriented mindset"
- Hands-on experience in lending and growing the loan book is a must
- Knowledge of both Retail and SME banking covering Consumer Banking Operations and Credit Evaluation with adequate exposure to Credit Administration

### Remuneration:

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The successful candidates will be provided with an attractive remuneration package including fringe benefits, commensurate with industry standards and will be **placed to an appropriate grade based on the level of competencies and experience.**

Please forward your resume within 07 days of this advertisement, stating the contact details of two non-related referees, to [careers@pabcbank.com](mailto:careers@pabcbank.com) indicating the position applied for in the "Subject" line. Information forwarded by you shall be treated strictly confidential and referees shall be contacted with your consent.

Head of Human Resources,  
Pan Asia Banking Corporation PLC, No 450, Galle Road, Colombo 03

 **PAN ASIA BANK**  
The Truly Sri Lankan Bank