



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 honored 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.

AREA MANAGER – CENTRAL REGION

Job Profile:

- Meet financial targets and ensure branches are managed as profit centers
- Plan and execute strategies to grow a profitable customer base within the region
- Ensure continuous growth of SME lending portfolio of each branch of the area and ensure achievement of budgeted lending targets with a focus on mid and large size SME businesses
- Support portfolio growth by identifying cross-sell opportunities, guide the team to strengthen relationships and increase client acquisition and retention
- Have a vigorous supervision over lending portfolio of each branch of the area and curtail payment dues, new additions of non-performing advances and active involvement in recovery process of problem facilities
- Drive the KPI of Branch Managers and Branches
- Lead guide, motivate and retain staff and get the optimum performance

Candidate Profile:

- Full qualification in Banking and Finance
- Qualification related to Credit Management is preferred
- 15 years of work experience in a Commercial Bank out of which 08 years serving as a Branch Manager with leadership skills
- Thorough knowledge of both Retail and SME with exposure to Credit Evaluation
- Exercise innovative leadership within a performance driven culture and possesses a "service oriented mindset"
- Excellent communication, negotiation and people management skills with a flair for public relations

Remuneration:

The successful candidates will be provided with an attractive remuneration package including a company maintained vehicle and fringe benefits, commensurate with industry-standard and will be placed in an appropriate grade based on the level of competencies and experience.

Please forward your resume within 07 days of this advertisement, stating contact details of two non-related referees, to 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,
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