Growth is a mindset.
Ready to nurture yours?

Seylan Bank, one of the most progressive banks in the country, is seeking a competent and forward thinking person to fill the following vacancy. This is your opportunity to join our dynamic team and move towards your career goals.

Customer Relationship Assistant/ Officer

Job Responsibilities

- Identify and understand different customer segments and market needs in the assigned area to build business relationships & canvass new business from existing and prospective customers.

- Appropriately map and provide relevant and suitable financial products/ services to meet the needs of existing and prospective customers.

- Coordinate with Branch staff and other SHO Departments in building healthy sales pipelines to ensure key performance indicators are being met.

- Build & consistently maintain a positive image of the Bank in the assigned area.

- Understand and Identify key market needs, customer behavior and give insights to support New and Existing Product Development.

- Liaise with Liability Product Management and Marketing staff in developing low - cost deposits generating channels.

- Prepare follow up reports and monitor new transactions and branch business activities.

- Coordinate with other branches in the region to identify and acquire prospective customers for business opportunities.

- Liaise with other private and local Institutions in the area for support in acquiring customers and organizing promotional campaigns.

The Person

- Minimum 2 - 5 years of experience in a bank or a financial institution with exposure to Marketing and Sales.

- Full or part qualification in CIM/SLIM will be an added advantage.

- A good team player with a positive attitude.

- On the job experience in canvassing and selling financial solutions.

- Strong communication, coordination, organizing & team building skills.

If you fulfill the above criteria, we invite you to email your cv along with a recently taken photograph to careers@seylan.lk **within 7 days of this advertisement.**

SEYLAN BANK PLC
The bank with a heart

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