

BUILD YOUR CAREER WITH CARGILLS BANK

Manager – Liability Sales

KEY RESPONSIBILITIES

- ✓ Create both short-term and long-term sales plans to acquire new clients and expand the company's customer base
- ✓ Achieve growth and meet targets by setting clear objectives and successfully monitoring daily performance of the sales team
- ✓ Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- ✓ Identify emerging markets and market shifts while being fully aware of new products and competition status
- ✓ Provide insights for improving the product portfolio based on customer feedback
- ✓ Actively look for possibilities to upsell and cross-sell to existing customers
- ✓ Present reports on sales, revenue, expenses, and forecasts to the management

EXPERIENCE & QUALIFICATIONS

- ✓ Bachelor's degree/ Professional qualification in Marketing/ business administration or equivalent relevant to the position
- ✓ Minimum 6-8 years of experience in a reputed commercial bank/financial institution handling sales and Marketing
- ✓ Possess strong networking skills, leadership skills, management skills and expertise in dealing with High net worth clients
- ✓ Ability to converse in all three languages will be an added advantage
- ✓ Should have excellent written, verbal communication skills and ability to influence and drive stakeholders.
- ✓ Should possess results-oriented mindset with good understanding of sales techniques and should have sound product knowledge and business sense

Interested candidates are invited to forward their CVs to career@cargillsbank.com mentioning the post applied for, in the subject line of the email on or before **31st May 2024**.

Head of Human Resources
Cargills Bank PLC
No. 696, Galle Road, Colombo 03.