Can your courage craft our tomorrows?

Growth is a combination of hard-working and commitment. That's why at Seylan Bank, We enrich your growth journey with a progressive culture that empowers your potential. With your determination to succeed and our innovative mindset, together we can re-shape the future of Banking in Sri Lanka.

Senior Relationship Manager – Project Finance

Job Responsibilities

- Formulate strategies and execute business plans in line with overall Project Finance strategy in order to achieve set targets at team level.
- Develop and enhance relationships within the assigned portfolio, maximizing the bank's position and wallet.
- Acquire new customers with acceptable credit profiles.
- Be in charge of all end-to-end marketing and credit work related to relationship origination and management, including identification of opportunities, structuring, negotiation and closure, credit analysis, credit write-up and review/monitoring, limits utilization follow-up, risk management.
- Lead client interactions and ensure smooth running of transactions.
- Post disbursement monitoring by way of periodic customer visits, site visits etc.
- Monitor early warning signals and take prudent measure to ensure portfolio quality.
- Support and provide coaching to develop team members/support staffs

The Person

- Minimum 8 - 10 years experience out of which 5 years in managing a corporate portfolio in project finance or commercial banking
- A degree from a recognized university or a professional qualification (CIMA/ CA Sri Lanka etc.).
- MBA will be an added advantage
- Strong analytical skills and good industry knowledge
- Excellent communication and presentation skills
- Strong organizational skills and ability to handle multiple tasks/projects simultaneously
- Excellent leadership, interpersonal and customer relationship management 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."

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