

# RELATIONSHIP MANAGER - MIDDLE MARKET

## (BUSINESS BANKING)

(COLOMBO & NORTH WESTERN REGIONS)

The position holders are responsible for deepening relationships with top accounts in a Branch / Branches related to Business Banking - Middle Market Segment as well as source accounts from open markets to grow the Asset & Liability books of the said segment. In doing so he / she will be responsible for the following; Vacancy is available in the Greater Colombo Region.

### THE JOB

- To understand strategy, business plan & operations plan relating to Business Banking - Middle Market segment, in terms of segment mix, portfolio mix & such other factors that will help achieve the targets
- To periodically map all customer segments & business opportunities that hold potential for Business Banking - Middle Market segment within the assigned Branches
- To ensure close monitoring & achievement of business plan / targets relating to Business Banking - Middle Market Assets & Liabilities across all branches assigned to them
- Maintain portfolio standards & manage delinquencies as per assigned target
- Cross Sell / Generate Business Banking - Middle Market Small Segment Products / Clients through the Business Banking - Middle Market Segment
- Deepen the business relationship by cross-selling / up-selling variety of products to improve customer stickiness & improve profitability for the region
- Ensure that optimal levels of income are generated for each client & a high level of Customer / Group profitability is achieved
- To establish a robust internal control environment that is periodically reviewed & strengthened, through self-audits, periodic checks and such, as per policy

### THE PERSON

- Should have a Master's or Bachelor's degree with a 1st class or 2nd class upper division or fully qualified in in CIMA or Chartered Accountancy. (Qualification 1)
- Should possess a Bachelor's degree in Commerce, Finance, Management, Economics, Banking or any other related field (Qualification 2)
- Possess at least 5 years' exposure in Credit (If Qualification 1 is fulfilled)
- Possess at least 8 years of Banking or Financial Services experience including at least 6 years' exposure in Credit (If Qualification 2 is fulfilled)
- Possess strong negotiation and communication skills
- Excellence in Planning & Organizing, Relationship Management & People Management

Position is at Deputy Manager Level.

Please login to <https://www.ndbbank.com/careers> to apply on or before 25<sup>th</sup> June 2024



We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



Vice President Human Resources