

EXECUTIVE / ASSOCIATE MANAGER - REGIONAL TRADE SALES

THE JOB

- Drive for business growth and facility utilization of a assigned portfolio of trade clients.
- Provide trade technical assistance to clients by visiting and understanding the dynamic business needs.
- Engage with the respective Regional Managers, Branch Managers to increase Trade Finance Limit utilization to drive Business and increase the usage of Working Capital Solutions to grow revenue.
- Work in close coordination with Cash Management Sales to provide clients with holistic solutions across Transaction Banking.
- Hunt for new trade clients and provide a seamless on boarding process.
- Provide accurate management information and timely submission of weekly and monthly reports.

THE PERSON

- Be part qualified in Banking, Finance, Business Management or with an equivalent professional academic qualification or completed the IBSL Diploma in Trade (Or equivalent Trade Finance qualification).
- Possess over 5-7 years of Banking experience out of which around 1 years of experience relevant to Trade.
- Basic knowledge in exports, imports guarantees products and local trade related regulations.
- Excellent relationship management and sales skills.
- Should be a team player who will work towards achieving a common business goal.
- Flexibility to be based in a regional office out of Colombo as per the business requirement.
- Experience in maintaining and analyzing business statistics.

Please login to <https://www.ndbbank.com/careers> to apply on or before 2th August 2024

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



Vice President Human Resources