



Are you ready to climb the ladder of success?

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 innovative mindset and determination to succeed, together we can re-shape the future of Banking in Sri Lanka.

Assistant Relationship Manager / Relationship Manager – Priority Banking

Job Responsibilities

- Acquire new to bank High Net-Worth (HNW) relationships and maintain superior service standards with high level of customer satisfaction.
- Achievement of established financial targets, monitor actual performance and take remedial actions on a timely manner to ensure effective management of shortfalls.
- Effective contribution in initiation and implementation of strategies for cross-selling and up-selling.
- Address the client needs and build financial plans while striving towards achieving the HNW Banking Unit profitability and revenues.
- Effectively and efficiently maintain the customer portfolio and the profile of Elite clients, while adhering to the compliance policies and Know Your Customer (KYC).
- Proactively develop strong relationship of high net - worth clients by building up the customer confidence and the positive perception towards the organization.
- Assist the customers to manage their investments by providing advisory services relating to new investment opportunities, in order to improve the organization cross-selling strategies to grow the portfolio.
- Active engagement towards operations of the unit in order to obtain a positive audit rating.

The Person

- Minimum 7 – 8 years of experience in the bank with which 4 years in Relationship Management preferably in a HNW portfolio with exposure to branch operations.
- Full or part qualification in Finance/Marketing/Banking or a recognized degree in Management.
- Solid knowledge on competitors, industry, changing regulatory framework with special emphasis on compliance function Know Your Customer (KYC) / Anti Money Laundering (AML) and internal banking operations.
- Ability to be a strategic thinker with an analytical mind and strong problem solve skills
- Good Communication and inter-personal skills
- Proficient in Microsoft Word, Excel, PowerPoint

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.

Only the shortlisted candidates will be contacted by Seylan HR

© 011 200 88 88 | www.seylan.lk

 **SEYLAN**
BANK PLC
The bank with a heart