

ASSISTANT VICE PRESIDENT WHOLESALE BANKING



NDB Bank is one of the leading financial institutions, dedicated to providing innovative banking solutions that empower businesses and individuals. With a strong focus on excellence, sustainability, and customer-centricity, we are committed to delivering financial services that create value for all stakeholders.

We are seeking a dynamic and experienced professional to join our Wholesale Banking team as Assistant Vice President (AVP) to drive growth and provide strategic leadership within the division.

The Job

- Assist in formulating and executing the strategic vision for Wholesale Banking, aligning with the bank's overall objectives.
- Build, maintain, and enhance relationships with corporate clients, ensuring their banking needs are met with tailored solutions.
- Fostering the performance culture for the Wholesale banking with an emphasis on achieving agreed KPIs and performance milestones, etc.
- Giving leadership to the team in driving Trade, Transactions and supply chain business of corporate clients.
- Developing targeted plans to increase the bank's wallet share in commerce, treasury, lending, and liabilities.
- Identify new business opportunities within the wholesale banking segment, driving revenue growth and profitability.
- Oversee a portfolio of corporate accounts, ensuring credit quality, risk management, and compliance with regulatory requirements.
- Work closely with internal stakeholders, including risk, compliance, and operations teams, to deliver seamless banking solutions.
- Giving leadership to WSB team in managing the overall portfolio quality, ensuring operational excellence and managing credit and operational risks of the portfolio at an acceptable level.

The Person







- A bachelor's degree in Finance, Economics, Business Administration, or a related field. A postgraduate qualification (MBA or equivalent) will be an added advantage.
- Minimum of 15 years of experience in wholesale banking, corporate banking, or a similar role, with proven leadership experience.
- Strong understanding of corporate banking products, financial analysis, and credit structuring.
- Exceptional communication, negotiation, and relationship management skills.
- Analytical mindset with the ability to assess risks and make data-driven decisions.
- Proactive, results-oriented, and capable of working in a fast-paced environment

The role will report to Vice President Wholesale Banking.

Please log into <https://www.ndbbank.com/careers> to apply by 17th December 2024.



The future is banking on us

011 744 8888 www.ndbbank.com      

A- (ba) Fitch Rating - National Development Bank PLC (PD, 27) is a licensed commercial bank supervised by the Central Bank of Sri Lanka. Eligible deposit liabilities are insured with the Sri Lanka Deposit Insurance Scheme implemented by the Monetary Board for compensation up to a maximum of Rs. 1,100,000/- per depositor.