



Relationship Manager/Senior Relationship Manager Corporate Banking

DO YOU EMBRACE
PERSEVERANCE, DISPLAY
RESILIENCE, AND BELIEVE THAT
COLLECTIVELY

we can foster growth and progress together?



You should ideally;

- possess a degree or a full professional qualification acceptable to the Bank
- possess a minimum of 8 years of credit related experience in the banking/finance field preferably with exposure to corporate banking.
- have excellent marketing and negotiation skills to develop new corporate relationships through the acquisition of new-to-bank clients.
- have excellent relationship management skills to manage and grow a portfolio of existing clients
- have strong interpersonal and communication skills and be a strong team player
- possess fair product knowledge and understanding on trade finance, corporate credit, treasury and cash management products
- ability to analyse and evaluate the financial risks of corporate clients
- willingness to meet work demands for urgent customer transactions/proposals
- ability to work in a fast-paced agile environment with minimal supervision

You will be responsible for,

- developing a quality new- to- bank corporate customer portfolio
- conducting client visits and facilitating cross selling of Trade Finance/Cash Management/Treasury and Liability products/services of the bank to increase the Bank's wallet share
- developing a comprehensive understanding of the client's financial requirement, structuring of credit facilities and having a strong product and service knowledge of the Bank
- appraising and recommending credit facilities for internal approval
- managing and strengthening existing corporate client relationships whilst providing solutions to meet a wide range of customer needs, to grow revenue streams of the bank
- overseeing the credit risk associated with the assigned client portfolio
- close monitoring of assigned accounts and taking preventive measures where necessary to ensure proper management of impairments to the bank
- coach and mentor Relationship Officers assigned to the team

We are an equal opportunity employer, committed to promoting an inclusive and diverse environment. Recruitment to the Bank is based solely on merit and competency irrespective of other characteristics that make our employees unique. Any form of canvassing is discouraged. Correspondence will only be with the short-listed candidates.

Please apply via e-mail by sending an updated CV or a DFCC Bank application form which could be downloaded from our website to recruit@dfccbank.com with the post applied for in the subject by 15 December 2024.

Chief Human Resource Officer (Human Resources) DFCC Bank PLC, 73/5, Galle Road, Colombo 03