



Pan Asia Bank, The Truly Sri Lankan Bank, with over twenty-eight years of experience in the Banking Industry, is on an ambitious growth trajectory. The Bank was awarded 'Best Employee ESG Program of the Year 2022' by Global Banking & Finance Awards UK. It was also honored by LMD as one of the top 15 'Most Awarded Entities' in Sri Lanka while being among LMD's 'Most Respected Entities' and Business Today magazine's Top 40 Business Entities in Sri Lanka.

We are looking to handpick dynamic, results-oriented and highly motivated individuals to join us on this exciting journey and to make a positive contribution as valued members of our growing organization.

UNIT HEAD - PRIVILEGE CLUB CENTER

Senior Manager Grade

Job Responsibilities:

- Build and maintain strong relationships with high-net-worth clients by offering tailored financial products, personalized wealth management advice, and strategies
- Lead and manage the team by setting clear objectives and providing training to exceed sales and service targets
- Drive business growth by acquiring new high-net-worth clients and developing and implementing strategies to expand the bank's market share
- Maximize opportunities for cross-selling and up-selling investment and financial products
- Manage client portfolios by monitoring market trends and economic factors
- Provide timely advice, and align investments with clients' risk profiles, goals and preferences
- Monitor portfolio risk and ensure banking operations comply with regulatory requirements, internal policies, Anti-Money Laundering (AML) and Know Your Customer (KYC) regulations
- Collaborate with product teams to enhance wealth management offerings
- Manage the unit profit and loss by ensuring profitability and operational efficiency
- Collaborate with senior management and provide regular performance reports as needed

Job Requirements:

- A degree or master's degree in a related field or a full qualification in Banking
- A minimum of 12 - 15 years of extensive experience in a Banking or Finance context, including 6 - 8 years of experience working with high-net-worth clients
- Experience in Private Banking, Corporate Banking, or Business Banking would be an advantage
- Expertise in wealth management for high-net-worth individuals
- Strong knowledge of business development and market expansion
- Excellent interpersonal and communication skills, along with strong analytical abilities
- Effective decision-making skills combined with leadership capabilities
- Ability to multitask and work under pressure while maintaining a positive mindset
- A pleasing, confident, and outgoing personality, complemented by strong business acumen

Remuneration:

The successful candidates will be provided with an attractive remuneration package including fringe benefits, commensurate with industry standards.

If you are a results-driven banking professional looking for a challenging and rewarding opportunity in the banking sector, we invite you to apply for the position through our career portal before the deadline provided.

APPLY NOW

**Assistant General Manager - Human Resources,
Pan Asia Banking Corporation PLC, No 450, Galle Road, Colombo 03**

