



We are Sri Lanka's premier private sector commercial bank. Our visionary journey has taken us beyond the realms of business as we have made a conscious effort to go where no bank has dared to go; from downtrodden villages long-forgotten, to the world across the shores. The driving force behind this epoch-making journey is our strong team of achievers, affectionately known as the Hatna Family. As we continue to make history and move ahead, we invite dynamic and ambitious individuals to join us in our trailblazing banking saga.

We are looking for bright minds to help us create a world of happy experiences.

AGRICULTURE OFFICER (FIXED TERM CONTRACT)

Job Role

The Agriculture Officer will lead the Agribusiness to build strong relationships with all agribusiness clientele and other stakeholders and provide assistance to Microfinance Officers / Relationship Managers and Relationship Officers to achieve business goals and enhance the portfolios of Microfinance / SME and Emerging Corporates in the Bank.

Duties and Responsibilities

- Actively canvass leads of agriculture-related business facilities to grow and achieve segmental goals.
- Collaborate with external agencies to maximize benefits for HNB's agricultural business.
- Provide support for the agriculture value chain financing arrangements at the Bank.
- Oversee and monitor active client relationships to increase business volumes, identify new business opportunities, and other potential clients.
- Assist in loan evaluations to ensure appropriate financing decisions.
- Conduct frequent field visits to monitor client progress and identify business needs.
- Organize financial literacy and awareness programs to educate clients on financial products and services.

Academic / Professional Qualifications

- Degree in Agriculture from a recognized university or
- Higher National Diploma in Agriculture (HNDT) or
- Diploma in Agriculture
- Intermediate in Applied Banking and Finance or Diploma in Applied Banking and Finance from the Institute of Bankers of Sri Lanka, will be an added advantage.

Age

- Below the age of 30

Experience

- At least 2 years' experience in a similar capacity within the microfinance field in a reputed financial institution or exposure in an agriculture based organization
- Proven track record in canvassing microfinance business

Skills and Capabilities

- Clear commitment to work in the field and serve at our outstation customer centres
- Ability to work independently with minimum supervision
- Good analytical and decision-making skills with knowledge in MS Excel
- Flair for good interpersonal relations and customer service
- Good communication skills with the ability to relate to the relevant customer segment



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