



## Senior Relationship Manager

### Corporate Banking Department

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

*we can foster growth and progress together?*



You should ideally

- ⌚ possess a degree or full professional qualification acceptable to the Bank
- ⌚ possess 10 years of credit related experience in the banking sector with minimum 08 years of experience in relationship Management
- ⌚ exposure in trade services, cash management and treasury products
- ⌚ strong credit assessment skills, particularly with regard to structuring and justifying quality credit proposals
- ⌚ relationship management skills with the ability to manage and grow a portfolio of new to bank clients
- ⌚ have strong analytical, interpersonal and communication skills
- ⌚ willing to meet work demands for credit proposals with short timelines

You will be responsible for

- ⌚ evaluation, structuring and preparation of credit proposals for internal approvals
- ⌚ maintain continuous dialogue with key contact points of clients within the portfolio and maintain general business updates in order to have customer specific and industry level understanding
- ⌚ strengthening corporate client relationships, identifying and providing solutions to meet a wide range of corporate client needs and promote products and services of the bank
- ⌚ driving Asset and Liability portfolio to achieve team, departmental and bank targets while maintaining desired margins
- ⌚ on-boarding new corporate relationships and work towards generating and growing revenue streams through effective client management
- ⌚ ensure early identification of problem relationships and take action where there are potential and existing problem accounts to protect bank interests
- ⌚ develop effective strategies to manage customer relationships, anticipate customer needs and provide a superior quality service
- ⌚ working closely with the internal stakeholders to be in line with the internal guidelines of the bank
- ⌚ overseeing the credit risks and taking appropriate actions to mitigate the risk to the bank
- ⌚ prepare detailed client plans for customers on an annual basis (as a minimum) and work towards achieving this set plans

*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. 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](mailto:recruit@dfccbank.com) with the post applied for in the subject By 10 March 2025.*

*Chief Human Resource Officer DFCC Bank PLC,*

*73/5, Galle Road, Colombo 03*