

Our client, a specialized Bank listed under the Securities & Exchange Commission of Sri Lanka with an island wide Branch network is calling for applications from prospective candidates for the below mentioned position with relevant exposure to the Banking & Finance industry to provide operational leadership to develop its existing business.

# CHIEF OPERATING OFFICER – (SENIOR DGM GRADE)

The Chief Operating Officer provides dynamic business leadership to drive the operational network across the Head Office and island-wide branches, monitoring the progress of set KPIs and consistently developing strategies in collaboration with the GM/CEO to ensure continuous business success. As the Chief of Operations, you should:

- Manage large, complex operations and innovate dynamic business development strategies to achieve set KPIs on a quarterly basis.
- Implement the Bank's internal control systems and management information systems, with an emphasis on adopting appropriate accounting policies and ensuring compliance with financial regulations.
- Ensure that the day-to-day management of the Bank's business is conducted efficiently, in line with strategic objectives and the overall risk policy.
- Consistently review the branch operational functions and ensure that key banking activities (loan growth, savings mobilization, and credit appraisals) are carried out in accordance with standard operational procedures.
- Ensure that the overall NPL (Non-Performing Loan) ratio of the Bank is controlled to meet strategic plan targets.
- Manage operations and develop dynamic business strategies to achieve annual targets.
- Constructively review the product portfolio, assess the current market potential, and initiate product development strategies in consultation with Marketing & Business Development.
- Demonstrate a high standard of professionalism and achievement-oriented capacity to promote sales and marketing initiatives within the branch network.
- Exhibit a results-oriented business approach by liaising with Regional Managers and Branch Managers, reviewing their performance standards, and setting KPIs.
- Identify the training and development needs of operational staff and coordinate with HR to provide appropriate development solutions.
- Oversee all branches, closely monitor branch profitability, and provide guidance to achieve the set KPIs.

## Candidate prerequisites:

- Bachelor's Degree in Business Management, Finance, Marketing, Banking, Economics, or any other related field from a recognized university/institution, **along with** a banking qualification from a recognized local or foreign university or recognized professional institution.
- OR
- Fellow member of a recognized professional institution (e.g., CIMA, CFA, CIM/SLIM, DBF/Bankers' Inst. UK, ACA, ACCA).
- A Master's Degree in Business Management, Finance, Marketing, Banking, or any other similar discipline will be considered an added qualification.
- Minimum of 15 years of experience at the senior management level, with at least 8 years in a senior managerial position at a recognized Licensed Commercial Bank or Licensed Specialized Bank.
- Demonstrate innovative business leadership, set clear targets, work collaboratively with the branch network, and successfully cultivate corporate objectives.
- Ability to establish high standards of professional and personal judgment in achieving set KPIs.
- Possess excellent analytical and decision-making skills and the ability to work under pressure in a competitive market environment.
- Possess excellent communication skills and provide regular updates to the GM/CEO and the Board of Directors.
- Be fully competent in local regulations related to banking and operational functions.

**Age Limit:** Preferably below 55 years.

**Remuneration:** An attractive remuneration package awaits the right candidate.

Please forward your complete resume with contact details and two non-related referees to [mslrjobs@slt.net.lk](mailto:mslrjobs@slt.net.lk) within 10 days of this advertisement quoting **MSL Ref. 8106** in the subject column.

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