



JOIN THE
**FASTEST
GROWING BANK**

RELATIONSHIP MANAGER – ELITE CIRCLE

An Exciting opportunity opened at Union Bank of Colombo PLC for a dynamic individual who has experience in banking or financial services sector for **Borella, Attidiya, Nugegoda and Moratuwa Branches**.

The Job:

- Acquire new client relationships / manage the assigned portfolio of Elite Circle Clients and ensure achievement of Business Objectives, as per the laid guidelines of the Bank.
- Achieve set budgets of financial, customer service standards and contribution towards operations as per audit and compliance guidelines
- Maintain a cordial relationship, driven by superior service quality with the assigned portfolio of clients
- Work towards established targets, monitoring actual performance and taking remedial action.
- Enhance the portfolio by canvassing new clients, while growing the existing portfolio.
- Maintain details/records on Customers and provide superlative service to customers.
- Process operational work according to the Elite Circle Banking operations manual and other internal and external banking guide lines.
- Acting as an intermediary between the clients and important support service points of the bank

The Person:

- Possess 5 years of post-qualifying experience in banking/ financial services sector promoting financial services and products.
- Highly sales and service oriented individual with a sound knowledge in banking operations.
- Ability to work in an extremely target driven environment to deliver desired results with strategies, tactical negotiation and CRM.
- Ability to provide exceptional customer service at all levels.
- Excellent interpersonal skills and ability to build relationships with internal and external stakeholders.
- Excellent time management, leadership, planning and organizing skills.
- Excellent range of communication skills including written, verbal and the ability to deliver compelling presentations.
- Bachelor's degree in Business or an equivalent professional qualification will be an added advantage

Rewards

An attractive remuneration package available for the right candidate with the staff loans benefits at concessionary interest rates.

Applications should be forwarded via email jobs@unionb.com with the names of two non-related referees or before **31st May 2021**. The email subject line must be stated "**ELITE RELATIONSHIP MANAGER (BRANCH NAME)**". All applicable will be treated with strict confidence.

**Please note applications without the stated subject line will not be taken into consideration. We will only correspond with the shortlisted applicants.*



UNION BANK