



Pan Asia Bank, The Truly Sri Lankan bank, with over twenty-seven years of presence in the Banking Industry is on an ambitious growth trajectory.

The Truly Sri Lankan Bank, recognized at the National Business Excellence Awards organized by the National Chamber of Commerce of Sri Lanka with two prestigious awards, Runner-up Award for the Banking sector and the Merit Award for Corporate Governance categories. These awards are a testament to strong financial/business fundamentals and how well the bank has laid a framework to mitigate any risks. In addition, Pan Asia Bank was also selected by LMD as one of the top 15 'Most Awarded Entities' in Sri Lanka.

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

DEPUTY GENERAL MANAGER – BRANCH CREDIT

Job Profile:

- Drive the financial targets of SME Credit portfolio, Retail/Structured lending to support the growth and achieve the defined business goals of the bank while increase in penetration into new areas
- Provide continuous operational support to drive quality SME Lending and thereby to grow a profitable SME customer base
- Overlook the execution of strategies related to all Retail/Structured products taking in to consideration the market opportunity, growth potential, existing capabilities and risk appetite
- Plan, drive and monitor the performances of Branches
- Maintain the gross NPA ratio related to SME portfolio and overdue SME portfolio at a satisfactory level
- Introduce the strategies to improve fee based income of the bank
- Drive and ensure right mix of products and services are available to meet customer needs
- Improve operational efficiency and productivity by regular review of credit processes
- Review Branch Manager's score card, monitor performance
- Build, devise and maintain relationships with new and existing customers
- Ensure compliance of regulatory and internal policy requirements

Candidate Prerequisites:

- Above 20 years managerial experience in the area of SME/ Retail credit including a minimum 10 years of proven and progressive senior managerial experience
- Full professional qualification in Banking and/or accepted qualification in Credit Management
- Bachelors' Degree /MBA in Business, Economics, Finance or related field will be an added advantage
- Strong organizational, planning, conceptualizing skills and business acumen
- Exercise innovative leadership within a performance driven culture
- Knowledge of both Retail and SME banking with hands on experience in lending and growing the loan book

Remuneration:

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

Please forward your resume within 07 days of this advertisement, stating contact details of two non-related referees, to careers@pabcbank.com indicating the position applied for in the "Subject" line. Information forwarded by you shall be treated strictly confidential and referees shall be contacted with your consent.

**Head of Human Resources,
Pan Asia Banking Corporation PLC,
No 450, Galle Road,
Colombo 03**