

# RELATIONSHIP MANAGER – CORPORATE BANKING

You should ideally;

- possess a degree or full professional qualification acceptable to the Bank
- possess 8 years of executive experience in the banking/finance field preferably with exposure to commercial banking and project lending
- have excellent relationship management skills with the ability to manage and grow a portfolio of existing clients
- be able to develop new relationships through the acquisition of new-to-bank clients
- strong interpersonal and communication skills
- possess necessary skills to cross sell liability/ PFS/ cash management products thus increasing the Bank's wallet share
- willing to meet work demands for urgent customer transactions/proposals

You will be responsible for;

- new business development and onboarding Corporate Banking clients
- managing a portfolio of clients with large volumes of day to day transactions and increasing wallet share of existing clients
- assisting Credit Hub with reviews and being able to handle urgent appraisals for trade facilities, term financing and other financial proposals
- monitoring repayments and carrying out timely restructures if necessary
- maintaining and improving the quality of the portfolio
- cross selling products to existing clients

**As a bank, we are an equal opportunity employer, committed to promoting an inclusive environment and diverse environment. Recruitment to the Bank is based solely on merit and competency for the job role irrespective of other characteristics that make our employees unique.**

**Any form of canvassing is discouraged. Correspondence will only be with the short-listed candidates.**

**Apply via DFCC Job portal by filling the online application form and submit the same on or before 20 September 2022.**

**Senior Vice President (Human Resources)**

**DFCC Bank PLC, 73/5 Galle Road, Colombo 03**

**website – [www.dfcc.lk](http://www.dfcc.lk)**