

RELATIONSHIP MANAGERS PRIVILEGE BANKING

NDB Bank is expanding its services to the High Net Worth Individuals (HNWI) through identified Regions and new opportunities are available for Relationship Managers in identified Colombo suburb branches. The job holder will be responsible for retaining and growing portfolios of existing HNWI and attracting new HNWI client base, through service excellence and relationship/portfolio management.

The Job

- ✓ To understand strategy, business and operational plans for Privilege/PRV Select Banking and identified market segments/clients to achieve the targets
 - ✓ To ensure adequate efforts in awareness generation/invitation for Privilege/PRV Select Banking
 - ✓ To periodically map competitive intensity amongst clients and identified market segments
 - ✓ To ensure close monitoring and achievement of business plans relating to Assets, Liabilities and Fee Income across all business lines
 - ✓ To ensure special thrust on liability business to enhance CASA ratio and advances-to-deposits ratio
 - ✓ To be updated on all applicable policies, procedures and guidelines that would help in fulfilling the business and operations plans
 - ✓ To be abreast of the market/economic environment and provide excellent customer service and solutions to existing/new HNWI
 - ✓ To provide timely operational services to each client as per policy and regulatory requirements
 - ✓ To collaborate with other departments to provide efficient service to clients
- To maintain zero-tolerance with respect to adherence to the integrated risk management framework

The Person

- ✓ Possess around 8 years of banking experience out of which at least 4 years should be in portfolio management in Privilege Banking, Corporate Banking or Branch Banking
- ✓ Be fully / part qualified with a suitable academic or a professional qualification
- ✓ Be familiar with AML/KYC procedures and FIU
- ✓ Knowledge of Central Bank, Exchange Control and Inland Revenue regulations
- ✓ Demonstrate strong relationship and portfolio management skills
- ✓ Be a target oriented self-starter, exhibiting a high level of initiative
- ✓ Demonstrate utmost professionalism and integrity in carrying out tasks
- ✓ Should be a team player who works towards common business goals

Please login to <https://www.ndbbank.com/careers> to apply on or before **11th November 2022**.
We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



Vice President
Group Human Resources