

*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.*

## **BRANCH MANAGER – RAJAGIRIYA**

### **Job Profile:**

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- Overall management and running the branch as a profit center adhering to set norms/ operational guidelines
- Develop and execute, integrated sales relationship, deposit mobilization, credit strategies to align with the Area Business Plan and to upgrade service quality
- Ensure continuous growth of SME lending portfolio of the branch and ensure achievement of budgeted lending targets with a focus on mid and large size SME businesses
- Set KPIs for branch staff, constantly review progress and foster an environment in which branch staff work together to achieve set business goals
- Support portfolio growth by identifying cross-sell opportunities, guiding the team to deepen relationships and increase client acquisition and retention
- Ensure continuous business growth by interacting with local business community and participating in society events/ functions

### **Candidate Prerequisites:**

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- 10 years work experience in a Commercial Bank out of which 04 years serving as a Branch Manager with leadership exposure
- Full/ Part qualification in Banking
- Bachelors' Degree will be an added advantage
- Sound communication skills and a flair for public relations
- Exercise innovative leadership within a performance driven culture and possesses a "service-oriented mindset"
- Hands on experience in lending and growing the loan book is a must
- Knowledge of both Retail and SME banking covering Consumer Banking Operations and Credit Evaluation with adequate exposure to Credit Administration

### **Remuneration:**

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The successful candidates will be provided with an attractive remuneration package including fringe benefits, commensurate with industry standard and will be **placed in an appropriate grade based on the level of competencies and experience.**

Please forward your resume within 07 days of this advertisement, stating contact details of two non-related referees, to [careers@pabcbank.com](mailto: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,  
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