



Pan Asia Bank, The Truly Sri Lankan Bank, with over twenty-seven years of experience in the Banking Industry, is on an ambitious growth trajectory. The Truly Sri Lankan Bank was recognized at the National Business Excellence Awards organized by the National Chamber of Commerce of Sri Lanka with two prestigious awards: the Runner-up Award for the Banking Sector and the Merit Award for Corporate Governance. 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 awarded 'Best Employee ESG Program of the Year 2022' by Global Banking & Finance Awards UK. It was also honored by LMD as one of the top 15 'Most Awarded Entities' in Sri Lanka, while being among LMD's 'Most Respected Entities' and Business Today magazine's Top 40 Business 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.

RELATIONSHIP MANAGER

Corporate Banking

Job Profile:

- Give directions to the team to build strong relationships with all corporate clients to serve as their primary point of contact for all banking services and financial needs
- Grow a profitable customer base by identifying potential clients, developing new business relationships, and promoting the bank's corporate banking products and services
- Conduct market research to identify potential business opportunities and enhance the bank's competitive positioning in the corporate banking sector
- Maintain excellent customer relationships through regular visits, close dialogue and always maintaining customer confidentiality.
- Assess the creditworthiness of corporate clients by analyzing financial statements, conducting due diligence, and evaluating potential risks
- Grow corporate book assets and liabilities as per the set targets and ensure zero specific provisions on corporate accounts and minimize NPAs
- Monitor and mitigate potential risks associated with credit and ensure compliance with all regulatory and internal policies
- Coordinate cross-selling efforts and leverage the bank's resources to deliver comprehensive services
- Facilitate professional development opportunities to foster a collaborative and results-oriented work environment within the department

Candidate Profile:

- Full qualification in Banking at IBSL
- Bachelor's degree / MBA in a related field from a recognized university is preferred
- Minimum of 10 years of experience in Commercial Banking out of which 05 years in Corporate Banking or a similar role, with demonstrated success managing corporate client relationships
- In-depth knowledge of credit functions, corporate banking products and services, financial analysis, and macro-economic factors in the economy
- Strong analytical, report-writing, communication, and presentation skills

Remuneration:

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

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