



Vice President Wholesale Banking

National Development Bank PLC, being adjudged as the Best Bank 2022 by the Global Finance of USA, and Euromoney is the most awarded Corporate in the country.

It is Sri Lanka's fourth largest listed bank, forging ahead as a dynamic and digitally savvy bank. It counts over 40 years of experience in providing banking, financial and advisory solutions to a myriad of customers and propelling the nation's economic growth.

THE JOB

- Develop strategy for Wholesale Banking in alignment with Bank strategy to facilitate achievement of short and long term business goals in the most effective and efficient manner
- Ensure that the approved strategy, business plans, budgets along with the approved policies / procedures and subsequent amendments are timely communicated to the respective unit heads
- Oversee the development and implementation of annual plans by the sub teams to ensure achievement of pre-set targets / objectives, including but not limited to business growth and expansion
- Approve / amend Key Performance Indicators for the purpose of performance monitoring and quality measurement and systematic monitoring of achievements in terms of assets, liabilities and profitability
- Review / analyze the management accounts (comprising the balance sheet, income statement along with the budgeted figures) on a monthly basis and positively address adverse variances noted with the respective unit heads
- Develop and execute strategies that helps in client acquisition, wallet maximization and market share gain
- Provide insight for the development of competitive market pricing strategies at the relevant committees
- Ensure the provision of value added wholesale banking products and services to existing / potential wholesale banking customers who seek banking relationships with the bank
- Responsible for overseeing the transaction banking unit and managing relationships with Financial Institutions, strengthening correspondent banking relationships
- Manage, control, monitor and assume responsibility for the risk profile and portfolio quality in line with the expectations of Credit Committee

- Provide insights and adhere to the Integrated Risk Management Framework that protects the Bank from varied risks at hand
- Champion and maintain zero tolerance in respect to breach of regulatory requirements
- Coordinate Wholesale Banking marketing initiatives to maximize cross-selling and advisory services opportunities for the benefit of the client and the Group as a whole
- Provide leadership and guidance to each business unit in growing and sustaining a performance driven culture and accomplish the potential of the benchmarked Team of Professionals

THE PERSON

- A Bachelor's/ Master's degree/ professional qualification in Banking, Business, Finance or equivalent related qualification
- 15+ years progressive experience, including experience in C- suite Management of which at least 10+ years' experience in ideally related banking leadership roles
- Be strategically oriented in execution
- Be creative enough to find suitable customer centric solutions
- Excellent communication and negotiation skills
- Truly business oriented
- Successfully demonstrate leadership partnering, in complementing a highly accountable, results-focused Leadership Team

We will correspond only with the shortlisted applicants

Vice President Human Resources

The selected candidate will be a member of The Leadership Team (TLT) driving the strategic direction of the bank.

Please login to <https://www.ndbbank.com/careers> to apply on or before **04th December 2023**



"We are an equal opportunity Employer"



 **NDB bank**

The future is banking on us