

# TEAM LEADER (SENIOR MANAGER) PROJECT FINANCE

The job holder will be responsible to formulate strategy and business plan for sustainable, profitable growth whilst steering the Team consisting of a group of Relationship Managers towards achieving agreed Revenue, Profitability and Balance sheet targets. He/ she will be responsible for managing portfolio quality and ensuring that the team is compliant with all internal and regulatory policies and guidelines to avoid Bank being exposed to undue risks.

## THE JOB

- Formulate strategy for the Team in line with Project Finance Department's overall strategy
- Develop business plans to execute strategy in terms of the allocated sectors to the Team, product mix ,portfolio mix and such other factors that will help achieve the Team's target
- Be conversant of the new developments in the sectors allocated to the Team
- Periodically track relevant macro data relating to stressed sectors of the team and quantify their impact
- Explore opportunities from existing customers and increase business from those with good repayment history/clean credit profile
- Acquire new customers and establish relationship with organizations who have demonstrated steady growth over the years with an acceptable credit profile
- Guide the team in arranging large syndicated long term facilities among banks for local and overseas projects covering credit evaluation and legal aspects, liaising with overseas regulatory authorities, banks, security agents and legal counsels on projects
- Ensure customized facility structuring based on project profitability/cash flow, transfer price, RORAC, collateral / security calculation borrowing / sectors limits and such other factors are as per the Policy
- Provide leadership to the team in sustaining a performance culture, achieve the business plan for the team, and acquire sector expertise / technical skills and maintain high standards in credit appraisals with good balance of risks and returns.
- Work closely with all other companies in NDB group to harness business opportunities
- Explore business opportunities for all business verticals across the Bank and group companies from each client and ensure such business opportunities are materialised by working closely with other business verticals/ group companies

## THE PERSON

- Possess a degree in Banking / Engineering / Science / Commerce / Finance or any other related field and professional qualifications such as CIMA/ CA Sri Lanka/ CFA. A Masters' degree will be an added advantage.
- Possess minimum 12 years of banking experience out of which 6 years at progressive Managerial levels
- Be a strategic thinker with commercial acumen
- Possess excellent leadership and relationship management skills
- Possess strong communication, presentation and negotiation skills
- Possess sound knowledge on Financial/ Customer Analytics

Please log into <https://www.ndbbank.com/careers> to apply by **15<sup>th</sup> December 2023**.

We will correspond only with the shortlisted applicants  
"We are an equal opportunity Employer"



The future is banking on us

Vice President Human Resources