

# Relationship Manager- Project Finance (Deputy Manager)

Harness an existing portfolio of clients while on boarding new good clients with a view of achieving profitability and balance sheet targets at individual level while complying with all internal and regulatory policies and guidelines while ensuring high level of portfolio quality to achieve an acceptable level of risk and reward

## THE JOB

- To formulate strategies and to execute business plans in line with the Team's strategy, in order to achieve the set targets at individual level
- Soliciting, structuring, and executing of long-term financing initiatives to meet the target assigned
- Manage and grow a portfolio of designated clients/projects, at acceptable levels of risk and profitability
- Structure term financing to projects/customers to suit the project cash flows while being in line with Bank's norms on lending and credit policies such as asset cover, debt servicing capacity, minimum targeted returns, Exposure limits, etc.
- Meet the Income, Fee, Asset and Liability targets given
- To ensure timely action with respect to recoveries
- Work closely with other departments /Group Companies on cross sell
- To ensure that necessary technical knowledge is acquired to assess the project
- Build and develop relationships with Development Finance Institutes (DFIs), Investment Banks and other International/ Local Financial Institutes , regulatory authorities, banks, security agents and legal counsels, in order to manage bilateral and syndication Loans
- Prepare internal approval memos and manage the approval process
- To ensure the standard of the credit appraisals are as per policy of the Bank

## THE PERSON

- Possess a bachelor's degree from a recognised university or professional qualifications such as CIMA/ CA Sri Lanka
- Possess at least 6 years of credit related experience in a competitive banking environment
- Experience and maturity in handling the customer relationships
- Possess skills in carrying out detailed industry analysis and various industry specific financial projections
- Analytical skills and the ability to understand the dynamics of the business through financial data
- Possess strong negotiation, Interpersonal and communication skills

Please login to <https://www.ndbbank.com/careers> to apply on or before 09th January 2024

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



Vice President Human Resources