

TEAM LEADER – SME BANKING

(GREATER COLOMBO, UVA SABARAGAMUWA, NORTH WESTERN REGIONS)

The job holder is responsible to execute strategy, business & operations plan for sustainable, profitable growth of Business Banking (SME) amongst identified client relationships within region in adherence to all applicable policies & regulatory requirements.

THE JOB

- Should be able to understand strategy, business plan & operations plan relating to small & medium / mid – market enterprises banking in terms of segment mix, portfolio mix and such other factors that will help achieve the targets
- Job holder has to be up-to-date on all applicable policies, procedures & guidelines that would help in fulfilling the business & operations plan
- Achieve business growth numbers in both Assets and Liabilities for the region as per the business objectives assigned.
- To acquire new clients and establish relationships with organizations
- Drive business by increasing team's effort in generating business leads from the branches in the region.
- Ensure close coordination with internal teams of the Bank and external stakeholders to help achieve business objectives
- Achieve and track Assets & CASA as per target in the assigned region
- Introduce new Asset products and product enhancements for customers to further expand the banking relationship
- Plan and conduct special marketing initiatives and events for prospective and existing clients
- Complete the appraisal process as per Bank policy

THE PERSON

- Should be a Bachelor's degree holder in Commerce, Finance, Banking or related field or be fully/ part qualified in CA/ CIMA/ CIM
- Possess at least 6 years of Banking or Financial Services experience including at least 3 years' exposure in Credit
- Excellence in Planning & Organizing, Relationship Management & People Management
- Possess strong negotiation and communication skills
- Ability to understand Segment Customers

This position is at Executive level

Please login to <https://www.ndbbank.com/careers> to apply on or before 4th March 2024.

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



The future is banking on us

Vice President Human Resources