

# RELATIONSHIP OFFICER – PRIVILEGE BANKING

(DAMBULLA, KADURUWELA, KEKIRAWA, NATHTHANDIYA, HORANA, KATUNAYAKE, SHANGRI-LA BRANCHES)

NDB Bank is expanding its services to the High Net Worth Individuals (HNWI) through identified Regions and new opportunities are available for Relationship Officers in Greater Colombo & North Western, North Central regions. The job holder will be responsible for retaining and growing portfolios of existing HNWI and attracting new HNWI client base, through service excellence and relationship / portfolio management.

## THE JOB

- To understand strategy, business and operational plans for Privilege / PRV Select Banking and identified market segments / clients to achieve the targets
- To ensure adequate efforts in awareness generation/invitation for Privilege / PRV Select Banking
- To periodically map competitive intensity amongst clients and identified market segments
- To ensure close monitoring and achievement of business plans relating to Assets, Liabilities and Fee Income across all business lines
- To ensure special thrust on liability business to enhance CASA ratio and advances-to-deposits ratio
- To be updated on all applicable policies, procedures and guidelines that would help in fulfilling the business and operations plans
- To be abreast of the market / economic environment and provide excellent customer service and solutions to existing / new HNWI
- To provide timely operational services to each client as per policy and regulatory requirements
- To collaborate with other departments to provide efficient service to clients
- To maintain zero-tolerance with respect to adherence to the integrated risk management framework

## APPLICANT PROFILE

- Possess around 5 years of banking experience
- Full / part qualified with a suitable academic or a professional qualification
- Demonstrate strong relationship management skills
- Possess strong communication, coordination and negotiation skills
- Be a target oriented self-starter, exhibiting a high level of initiative
- Should be a team player who works towards common business goals

Position is at Junior Executive Level

Please login to <https://www.ndbbank.com/careers> to apply on or before 8<sup>th</sup> April 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