



Assistant Relationship Manager

Maharagama Branch

DO YOU EMBRACE
PERSEVERANCE, DISPLAY
RESILIENCE, AND BELIEVE THAT
COLLECTIVELY

we can foster growth and progress together?



You should ideally

- ① posses approximately 6 - 8 years of relevant experience in branch banking preferably with exposure to credit.
- ① posses a degree or full professional qualifications acceptable to the bank
- ① have good interpersonal and communication skills
- ① have excellent team working and leadership skills

You will be responsible for,

- ① proactive identify opportunities to grow the assigned portfolio (complex in nature and with a higher value) through acquiring new clients, expanding existing relationships, and cross-selling appropriate banking products and services.
- ① cultivation and maintaining strong relationships with clients by understanding their financial objectives, providing personalized advisory services, and addressing their banking needs effectively.
- ① ensure high levels of client satisfaction by delivering excellent service, promptly addressing inquiries and concerns, and providing timely and accurate information regarding banking products and services.
- ① recommending suitable financial solutions to clients based on their individual requirements, including deposit products, lending facilities, investment opportunities, and wealth management services.
- ① monitoring the health of the portfolio by conducting regular reviews, analyzing performance metrics, identifying risks, and implementing appropriate strategies to mitigate potential issues.
- ① adhering to all regulatory requirements, internal policies, and procedures while conducting business activities, ensuring full compliance with legal and ethical standards.
- ① collaborating effectively with internal stakeholders, including branch services and operational teams, to streamline processes, resolve client issues, and enhance overall service delivery.
- ① actively participate in business development initiatives, networking events, and promotional activities to increase the visibility of the bank and attract potential clients.
- ① preparing regular reports on portfolio performance, client interactions, business development activities, and other relevant metrics for management review and strategic planning purposes.
- ① stay updated on industry trends, market developments, and banking products/services to enhance professional knowledge and skills, ensuring the delivery of informed and value-added advice to clients

We are an equal opportunity employer, committed to promoting an inclusive and diverse environment. Recruitment to the Bank is based solely on merit and competency. Any form of canvassing is discouraged.

Correspondence will only be with the short-listed candidates.

Please apply via e-mail by sending an updated CV or a DFCC Bank application form which could be downloaded from our website to recruit@dfccbank.com with the post applied for in the subject By May 14, 2025.

Chief Human Resource Officer
DFCC Bank PLC
73/5, Galle Road, Colombo 03