

BE PART OF OUR

GROWTH STORY

**MANAGER / SENIOR MANAGER – SME &
MSME BUSINESS BANKING: SME SALES**

BUSINESS BANKING: SME SALES



You should ideally:

- possess overall 8 – 10 years of experience including 5 years of SME/MSME and branch banking experience
- possess a degree from a recognized university or a full professional qualification acceptable to the Bank
- possess knowledge of credit evaluation and analytical skills, industry sectors, clusters and small business enterprises
- possess knowledge in business development and risk management
- possess excellent leadership and problem solving skills
- possess effective communication and interpersonal skills
- possess good management and negotiating skills
- possess good selling and marketing skills

You will be mainly responsible for:

- preparing the departmental business plan in line with the corporate annual targets and driving the team to achieve the business plan
- formulating and implementing sales strategies for MSME
- organizing cluster level business promotional activities
- overall supervision of MSME sales staff resources, acquiring, performance evaluations, recommendation for promotions, training and development

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 irrespective of other characteristics that make our employees unique. 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 **06th August 2025**.

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

 0112 350000  www.dfcc.lk

Fitch Ratings A (lka)

Licensed Commercial Bank supervised by CBSL

 **DFCC BANK**
Keep Growing