

RELATIONSHIP MANAGER – PROJECT FINANCE

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 rewards.

THE JOB

- To formulate strategies and to execute business plans in line with the Teams strategy, in order to achieve the set target assigned.
- Structure term financing to projects/customers to suit the project cash flows while being in line with Bank's norms on leading and credit policies such as assets cover, debt servicing capacity, minimum target returns, exposure limits, etc.
- 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.
- To ensure the standard of the credit appraisals are as per policy of the Bank
- Ensure that all projects under implementation (except for offshore) are visited and project finance Engineer's opinion are obtained with regard to the technical and costs aspects of projects being implemented within agreed time framework and estimated costs.
- To ensure that the credit reviews are carried out annually and to follow up on stressed clients and initiate necessary recovery actions when needed
- Maintain zero tolerance with respect to adherence to all internal and external audits Perform other related duties or assignments as required by the department

THE PERSON

- Bachelor's degree in Accounting & Finance, or possess an equivalent professional qualification
- Possess around 08-10 years of Banking and other related experience out of minimum 03-05 years should be in the Credit Related area
- Ability to multitask, work under pressure and adapt to a changing work environment
- Possess excellent interpersonal, communication negotiation and marketing skills
- Ability to work relationships with other syndicate lenders
- Analytical skills and the ability to understand the dynamics of the businesses through financial data

Position is at Deputy Manager Level.

Please login to <https://www.ndbbank.com/careers> to apply on or before 05th August 2025.

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



NDB bank

The future is banking on us

Vice President Human Resources