

JOIN THE MOST AWARDED BANK IN SRI LANKA



With an enduring vision of being the most technologically advanced, innovative and customer friendly financial organization, we, the Most Awarded Bank in Sri Lanka, continue to progress steadily while being the first Sri Lankan bank to be listed amongst the Top 1000 Banks in the World.

Our unparalleled record of success is supported by an unmatched suite of digital offerings and superior standards in service, stability and performance. We are poised to ascend to even greater heights in the near future.

Assistant Relationship Manager – Elite Banking

JOB PROFILE

- Act as the single point of contact, delivering consistent and personalized client servicing experiences, and advising on the best possible investment options available to grow client wealth.
- Drive acquisition of new Elite clients through referrals, leads, and networking, and promote cross-sell and up-sell opportunities within the assigned portfolio. You will be accountable for meeting individual and center-level targets across deposits, loans, investments, and other key KPIs.
- Maintain an updated and active portfolio, review and monitor client performance, and identify opportunities to deepen client engagement.
- Ensure accuracy and completeness in client on boarding, KYC, and documentation processes. You must adhere strictly to compliance, regulatory, and risk management guidelines, especially with updated knowledge on Foreign Exchange guidelines of CBSL.

APPLICANT'S PROFILE

- Diploma in Applied Banking and Finance (DABF) or the Higher Diploma in Banking and Finance (HDBF) from the Institute of Bankers of Sri Lanka (IBSL).
- A Bachelor's Degree from a recognized university or full professional qualifications in Finance, Marketing, or a related field is an added advantage.
- A minimum of 4-8 years of experience in relationship management is required, with experience in handling High-Net-Worth (HNW) segments in Priority Banking/ Elite Banking Centers.
- Age preferably below 40 Years.
- Clear knowledge on all products and Services of the Bank (Operational and Retail lending) and specific knowledge in Deposits, Retail loans, Investment options, and Treasury products.
- Strong interpersonal and communication skills, a Customer-first mindset, high emotional intelligence, and Sales acumen with a solution-driven approach.

Successful candidate will be provided with an attractive remuneration package, commensurate with benchmarked financial institutions.

Interested candidates are invited to apply for the position, all applications should be routed through our corporate website.

To apply, please visit,

www.combank.lk

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 **COMMERCIAL BANK**