



# Growth is a mindset. Ready to nurture yours?

Seylan Bank, one of the most progressive banks in the country, is seeking a competent and forward thinking person to fill the following vacancy. This is your opportunity to join our dynamic team and move towards your career goals.

## Regional Leasing Officers – North and East Regions

### Job Responsibilities

- Develop & implement sales strategies to achieve regional targets.
- Identify new business opportunities and organizing leasing campaigns within the designated region.
- Achieve individual set sales and profitability targets.
- Preparing lead generation proposals for line manager approvals.
- Maintain strong relationship with existing customers by addressing inquiries & concerns.
- Implement customer retention strategies to enhance long term business relationship
- Oversee the timely recovery of outstanding payments and debts.
- Implement effective debt recovery strategies and processes in adhering to bank guidelines.
- Conduct field visits to locate delinquent customers for the recovery and investigation purpose.
- Coordinate with branches in designated region to streamline and expedite the legal file transferring process.

### The Person

- Minimum 5 - 6 years of experience in Banking with exposure to Leasing/ Marketing and Sales.
- Sound Knowledge of leasing and lending products.
- Strong interpersonal skills with good communication abilities.
- Full or part professional qualification in Marketing/ Sales would be an added advantage

If you fulfill the above criteria, we invite you to email your CV along with a recently taken photograph to [careers@seylan.lk](mailto:careers@seylan.lk) within 7 days of this advertisement.

Only the shortlisted candidates will be contacted by Seylan HR