



We are Sri Lanka's premier private sector commercial bank. Our visionary journey has taken us beyond the realms of business as we have made a conscious effort to go where no bank has dared to go; from downtrodden villages long-forgotten, to the world across the shores. The driving force behind this epoch-making journey is our strong team of achievers, affectionately known as the Hatna Family. As we continue to make history and move ahead, we invite dynamic and ambitious individuals to join us in our trailblazing banking saga.

## We are looking for bright minds to help us create a world of happy experiences.

# RELATIONSHIP MANAGER – CORPORATE BANKING

### Job Role

The Relationship Manager will be the link between the Bank and the customer to acquire, manage and grow a portfolio of Corporate account relationships ensuring a high level of credit quality and profitability to the Bank, whilst maintaining the NPA ratio (asset quality) at minimum levels.

### Key Duties and Responsibilities

- Implement a comprehensive strategy to grow the business by acquiring new corporate clients and deepening penetration across the assigned portfolio.
- Manage business growth in own portfolio through targeted acquisition strategies, customer segmentation, and relationship management initiatives.
- Manage a medium portfolio of corporate clients, ensuring effective credit risk management, portfolio diversification, and profitability.
- Collaborate with clients to understand their investment goals, risk tolerance, and liquidity needs to tailor portfolio strategies accordingly.
- Build and maintain strong relationships with clients, understanding their financial goals and providing personalized banking solutions.
- Conduct periodic visits to the client site and file reports of the same to enable achievement of business objectives.
- Present quarterly performance report to the MD/CEO and COO, articulating key findings, trends, and recommendations for business growth and improvement.
- Prepare detailed credit proposals for large, complex, and important transactions, outlining the risks, mitigates, and financial analysis for discussion at the Credit Strategy Committee or BCC.
- Mentor, guide and develop the Relationship Officers to groom them for higher responsibilities.
- Arrange on the job and internal training for Relationship Officers in conjunction with Talent Centre, subject matter experts and external trainers to suit business requirements.
- Manage operational risk and proactively address any potential audit issues in the concerned area to ensure compliance and minimize operational disruptions.
- Adhere to robust measures to mitigate operational loss and error, thereby fostering a culture of excellence and achieving the goal of zero incidents and optimal operational efficiency.

### Educational Qualifications

- A Bachelor's Degree from a recognized university in Banking/Finance/Accounting/Business Administration or a relevant field/Professional qualification such as CIMA, CMA, ACCA etc.
- A Master's Degree in Banking/Finance/Business Administration or a relevant field will be an added advantage.

### Work Experience

- Possess a minimum of 03 years of experience in credit evaluation or underwriting, business development and portfolio management.
- Knowledge in trade finance and facility structuring will be an added advantage.

### Skills and Competencies

- Excellent interpersonal and relationship management skills.
- Strong communication and presentation skills.
- Strong analytical and negotiation skills.
- Proactive, independent, highly self-motivated, and a self-starter with positive attitude.
- Ability to meet deadlines and deliver under pressure.
- Strong credit analysis skills.
- Networking and PR skills.
- Ability to understand external environments and provide client solutions in line with meeting their needs and the Bank's objectives.

Interested candidates are invited to apply for the position  
All applications must reach us by.

**30<sup>th</sup> January 2026**



**APPLY VIA XPRESSJOBS**