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# GROWTH STORY

## BUSINESS PROMOTION OFFICER (LMT) ISRAEL



### You should ideally:

- possess minimum 06 years of banking experience, with exposure to remittance business / sales / marketing
- have excellent communication, negotiation and interpersonal skills. Possessing tri-lingual communication skills will be an added advantage
- be a dynamic and self-motivated individual who can work independently to explore new business opportunities
- have the skills to deal with international exchange houses and route more business volumes to the bank
- be able to understand the culture, regulations and laws of the assigned country and promote business accordingly
- possess multiple skills to engage with expatriates, senior embassy officials, high end business and corporate personalities
- have an excellent knowledge on bank products as well as that of the competitors

### You will be mainly responsible for:

- strategically approach the Sri Lankan expatriates and onboard them to the bank
- canvass bank accounts from Sri Lankan migrant workers and arrange timely delivery of documents
- cross sell bank asset and liability products and achieve the set number of accounts, deposit and loan targets
- increase LMT transactions through the exchange company where you will be located
- liaise with the exchange company for a smooth operation
- maintain a close relationship with the exchange company's staff / Sri Lankan organizations / migrant workers and be involved in organizing events when necessary
- develop a rapport with other exchange companies in the locality and increase the LMT market share

The selected candidate will be assigned to an exchange company operating in Israel under their visa for a period of one year (renewable). The selected candidate will be provided with a special overseas allowance, as the part of their remuneration package. Accommodation cost will also be provided in the event the exchange company does not provide the same.

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](mailto:recruit@dfccbank.com) with the position applied for mentioned in the subject line, within 7 days of this advertisement.

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