



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.

FOREIGN DESK RELATIONSHIP MANAGER (CHINA)

Job Description

The Foreign Desk Relationship Manager will be responsible for building and managing a profitable portfolio of multinational corporate relationships, with a focus on Chinese businesses operating in Sri Lanka. Key responsibilities include acquiring new-to-bank clients, strengthening existing customer relationships, identifying cross-selling opportunities, driving portfolio growth, and achieving sales targets. The role also involves maintaining a strong presence in key business hubs, providing advisory and banking solutions, collaborating with internal stakeholders to enhance customer experience, and ensuring compliance with all regulatory and bank policy requirements.

Job Purpose

- Develop Chinese corporate / HNI portfolio
- Support investment and trade opportunities

Key Responsibilities

- Achieve Business KPIs
- Acquire new-to-Bank Chinese corporate / Individual clients
- Manage existing client relationships
- Support infrastructure and project financing
- Build contacts with the Chinese Embassy and other important institutions
- Engage with trade networks
- Generate deposits and lending
- Provide Chinese market insights
- Ensure compliance

Key Competencies

- Stakeholder management
- Relationship building
- Sales skills
- Analytical thinking

Educational Qualifications and experience

- Degree in Finance / Marketing / MBA or any other post graduate qualifications/ Professional and Executive Education certifications would have an advantage.
- Minimum 5 years work experience in Corporate / Service Sector
- Fluency in Mandarin and English

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

30th June 2026

APPLY VIA XPRESSJOBS

