



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 (JAPAN)

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 Japanese 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.

Key Responsibilities

- Achieve Business KPIs
- Acquire new-to-bank Japanese corporate and individual clients
- Manage existing client relationships
- Build contacts with the Japanese Embassy and other key institutions
- Drive deposits, lending and trade finance
- Provide market and cultural insights
- Ensure compliance with regulatory requirements
- Identify cross-selling opportunities

Educational Qualifications and Experience

- Degree in Finance / Marketing / MBA or any other post graduate qualification / Professional and Executive Education certifications would be advantageous.
- Minimum 5 years work experience in Corporate / Service Sector
- Fluency in Japanese and English

Key Competencies

- Relationship management
- Negotiation skills
- Cultural awareness
- Sales orientation

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

30th June 2026



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