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SEP 2025-SEP 2026

LKA

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# GROWTH STORY

## BUSINESS DEVELOPMENT OFFICER – PRIORITY CLIENTS PINNACLE CENTRE



### You should ideally:

- possess a Degree from a recognized university, preferably with a class, or a full professional qualification in a relevant field of study
- possess a Master of Business Administration (MBA) or an equivalent relevant postgraduate qualification as an added advantage
- have a minimum of 10 years of overall experience in a relevant field, including at least 8 years of post-qualifying executive experience
- have a minimum of 6 years of post-qualifying executive experience in a relevant banking or finance-related field
- be professionally competent with strong knowledge and expertise in the relevant area of specialization

### You will be mainly responsible for:

- identifying and targeting potential and high-value (HNW) clients through market research, referrals, networking, and lead generation
- developing and maintaining a strong pipeline of prospective clients
- initiating contact with prospective clients through calls, meetings, presentations, emails, and networking activities
- understanding client requirements and cross-selling suitable banking products and services
- ensuring all client acquisition activities comply with bank policies and applicable regulations
- coordinating with internal teams to ensure smooth client onboarding and service delivery

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.

Chief Human Resources Officer  
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