

BUSINESS RELATIONSHIP OFFICERS BRANCH NETWORK CREDIT (BRANCH CREDIT OFFICERS)



The position holder is responsible to advice and generate business for SME-S division of the branch, achieve budgeted numbers of Assets, Liabilities & Income assigned during the year and manage the credit requirements at the Branch for needs that may arise from time to time on SME-S Customers.

The Job

- » Acquisition of new customers to grow the portfolio generate fee income / NI income and maintain product mix
- » Manage customer queries and customer requests that come to the Branch for SME-S division and cross sell for the Middle Market Segment
- » Manage existing portfolio as assigned and understand their needs and catering to them through suitable products
- » Deepen the relationship by cross-selling / up-selling variety of products to improve customer stickiness and improve profitability for the region
- » Maintain portfolio standards and manage delinquencies as per targets assigned
- » Assist the Business Banking Unit with managing the Middle Market Client
- » Periodically map all customer segments and business opportunity that hold potential for SMEs in the assigned branches
- » Co-ordinate with central credit team, legal, central ops team to manage credit sanction and credit delivery of files within defined timelines

The Person

- » Full / part qualified in Banking and / or Finance / Credit Management
- » Possess minimum 5 – 7 years of Banking experience with exposure to credit
- » Possess excellent relationship management skills
- » Possess sound communication, coordination and negotiation skills
- » Possess business acumen and be good in planning & organizing

This position is at Junior Executive / Executive Level

Please login to <https://www.ndbbank.com/careers> to apply

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"

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A-(Ika) Fitch Rating - National Development Bank PLC (PQ 27) is a licensed commercial bank supervised by the Central Bank of Sri Lanka.

NDB bank

The future is banking on us

Vice President - Human Resources