



Ready to take the next step in leadership?

At Seylan, every role carries the responsibility to move forward. This opportunity focuses on building capability, making sound decisions, and strengthening outcomes through people.

Relationship Manager / Relationship Executive – Priority Banking

Job Responsibilities

- Acquire new to bank High Net-Worth (HNW) relationships and maintain superior service standards with high level of customer satisfaction.
- Achievement of established financial targets, monitor actual performance and take remedial actions on a timely manner to ensure effective management of shortfalls.
- Effective contribution in initiation and implementation of strategies for cross-selling and up-selling.
- Effectively and efficiently maintain the customer portfolio and the profile of Elite clients, while adhering to the compliance policies and KYC.
- Proactively develop strong relationship of high net - worth clients by building up the customer confidence and the positive perception towards the organization.
- Active engagement towards operations of the unit in order to obtain a positive audit rating.

The Person

- Minimum 7 - 8 years of experience in the bank with exposure to branch banking and relationship management.
- Full or part qualification in Finance / Marketing / Banking or a recognized degree in Management.
- Solid knowledge on competitors, industry, changing regulatory framework with special emphasis on compliance function KYC / AML and internal banking operations.
- Smart, intelligent and with a pleasing personality.
- A team player with interpersonal skills and proficiency in English / Sinhala Languages.

If you fulfill the above criteria, we invite you to email your CV along with a recently taken photograph to careers@seylan.lk within 7 days of this advertisement.

Only the shortlisted candidates will be contacted by Seylan HR

Embrace courage. Unlock greatness.

