

Great
Place
To
Work®

Certified

SEP 2025-SEP 2026

LKA

BE PART OF OUR

GROWTH STORY

SENIOR MANAGER – TRADE BUSINESS DEVELOPMENT BUSINESS BANKING



You should ideally:

- hold a degree from a recognized university (preferably with a class) or possess a full professional qualification in a relevant field
- have a Master of Business Administration or an equivalent postgraduate qualification
- bring 6–10 years of post-qualifying executive experience in banking or financial services, depending on the job level
- demonstrate comprehensive knowledge in trade financing and trade business development
- possess strong analytical, communication, and stakeholder engagement skills, with the ability to collaborate across branch networks and external trade bodies

You will be mainly responsible for:

- developing and achieving branch trade portfolio targets by monitoring trade turnovers, disbursements, and maintaining acceptable margins
- onboarding new trade clients by guiding branch networks, distributing leads, and supporting client visits
- organizing and participating in trade forums, and liaising with trade chambers and associations to build business relationships
- conducting training and workshops for branch staff to enhance trade business knowledge and performance
- achieving trade-related income targets through continuous market analysis and identifying opportunities to increase other income streams

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 with the post applied for in the subject by **14 September 2026**.

Chief Human Resources Officer
DFCC Bank PLC 73/5,
Galle Road, Colombo 03

0112 350000  www.dfcc.lk

Fitch Ratings A (Ika)
Licensed Commercial Bank supervised by CBSL

 **DFCC BANK**
Keep Growing