

Ready to grow from learning to leading?

At Seylan, ambition grows through experience. This role allows you to learn the work, power through challenges, and contribute meaningfully as you turn learning into capability.

Assistant Team Leader – Liability Product Management Catalyst Team

Job Responsibilities

- Lead and manage a team of Relationship Assistants, Officers and Executives who are overseeing the branches in the assigned regions. Train and motivate Relationship Officers to achieve the set targets in all pillars.
- Carry out customer visits with Relationship Officers to identify and acquire new-to-bank high-quality CASA customers to increase CASA volumes of the branches.
- Work closely with Regional Marketing Development Officers (RMDOs), Sales channels, other departments/segments of the bank and external entities to ensure sales effectiveness and efficiency.
- Work closely with branches and support them for new-to-bank CASA acquisition enabling them to achieve set annual targets.
- Lead and drive all product campaigns across the organization, coordinating, planning, executing and performance tracking performance.
- Visit branches to ensure stabilization of CASA base and effective implementation of the initiatives related to CASA acquisition through appropriate sales channels.
- Monitor the progress of performance of branch Relationship Officers providing the required guidance.
- Coordinate, organize and participate in joint performance reviews with Regional Managers and Line Management officials and the Team Leader of the Catalyst Team.
- Prepare and implement the campaign calendar for branches based on business requirements of the entire bank.
- Liaising with Business Units and ensure tools and enablers are updated on monthly basis.

The Person

- A minimum of 5 - 6 years' experience in banking out of which 3 years in Sales, Marketing or Relationship Management.
- Full or part qualification in Banking/Marketing and Finance.
- Strong communication, Leadership, Coordination and team-building skills.
- A proactive, results-oriented individual with the ability to build strong customer and business relationships.

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.

SEYLAN