HNB, taking the lead in guiding mature SMEs to become Sri Lanka's next corporate powerhouses created the "Emerging Corporates" vertical within Wholesale Banking Group to serve their immediate financial needs and facilitate collaboration with larger counterparts locally and overseas. Currently we nurture 300+ such Emerging Corporate relationships mainly in and around Western Province with aggressive plans to expand into key locations across Sri Lanka in 2021 specifically to Central, North Central, North Western, Southern and Northern provinces.

We are looking for bright minds to help us create a world of happy experiences.

RELATIONSHIP MANAGERS – EMERGING CORPORATES

Duties & responsibilities

- Grow and maintain a profitable customer portfolio in the Emerging Corporate market segment
- Develop effective customer relationship management strategies to deepen existing relationships, maintain high professional standards, provide quality services, and ensure the bank becomes the customer's first choice.
- Preparation of credit proposals that include structuring of credit facilities, industry analysis, financial analysis and risk assessment
- Making regular customer visits to strengthen existing client relationships and secure new to Bank accounts.
- Maintaining asset quality by carrying out regular account reviews and taking corrective actions where required.
- Identify and develop a target pipeline and aggressively market for new profitable customers from identified target sectors
- Keeping up to date with, and adhering to, internal policies and procedures of the Bank and the regulatory guidelines.
- Identify and exploit Cross-selling opportunities
- Maintaining high standard of operational controls including adherence to Risk Management and Compliance guidelines
- Interact with Internal Departments, Branches and Industry professionals.
- Monitoring and guiding the junior members of the Team

Educational qualifications

- A degree from a recognized university preferably in Finance/Accounting or an equivalent professional qualification in the relevant field
- A certification on credit appraisal and relationship management will be an advantage.

Work experience

- Possess a minimum of 3 years experience in the role of Relationship Manager covering credit evaluation or underwriting
- Experience in Trade Finance will be an added advantage

Core competencies

- Excellent interpersonal skills
- Good communication skills in English both written and oral
- Sound analytical and negotiation skills
- Positive attitude with a flair for business development
- Ability to meet deadlines under pressure

Skills & capabilities

- Strong credit analysis
- Ability to assess customer needs and structure credit products to suit their needs

Age

- Below 35 years

Interested candidates are invited to apply for the position
All applications must reach us by.

15th November 2020 via e-mail to
careers@hnb.lk

(Please mention the position applied for in the subject of your e-mail)

HNB
YOUR PARTNER IN PROGRESS

* Conditions apply. Fitch Rating: AA+(lka) Hatton National Bank is a Licensed Commercial Bank supervised by the Central Bank of Sri Lanka.Hatton National Bank PLC - PQ 82