

# BUILD YOUR CAREER WITH CARGILLS BANK

## Relationship Manager / Assistant Relationship Manager - SME

### KEY RESPONSIBILITIES

- ✓ Develop and manage relationships with SME clients to meet their funding requirements
- ✓ New client acquisition & conversion of leads
- ✓ Formation and implementation of new business development strategies, continuous monitoring of plans to ensure business budgets are met
- ✓ Manage the existing SME portfolio to ensure that credit quality is maintained while adding incremental growth
- ✓ Regular monitoring of accounts to ensure there are no delinquencies
- ✓ Facilitating transaction banking in close co-ordination with Trade and FX specialists
- ✓ Follow up with clients for on time submission of financials and related documents, getting proposals approved/Renewed, documentation and disbursement of facilities
- ✓ Timely review of the SME client portfolio and manage customer requirements

### EXPERIENCE & QUALIFICATIONS

- ✓ Minimum Seven years' experience in Banking with a minimum of two years of post-qualification experience in an Executive position in a related role
- ✓ Qualification in Banking / CIMA or any other equivalent professional qualification
- ✓ FMCG related exposure will be a definite advantage
- ✓ Excellent oral and written communication skills
- ✓ Good analytical skills including the ability to understand and interpret financial statements is a must
- ✓ Flair for Marketing with an outgoing personality and ability to work under pressure

Interested candidates are invited to forward their CVs to [career@cargillsbank.com](mailto:career@cargillsbank.com) the post applied for, in the subject line of the email on or before **31<sup>st</sup> May 2024**.

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