



# Growth is a mindset. Ready to nurture yours?

Seylan Bank, one of the most progressive banks in the country, is seeking a competent and forward thinking person to fill the following vacancy. This is your opportunity to join our dynamic team and move towards your career goals.

## Relationship Executive Seylan Red - Wellawatte and Kollupitiya

### 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 6 -7 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.
- Good Communication and inter-personal skills

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

Only the shortlisted candidates will be contacted by Seylan HR