



Pan Asia Bank, The Truly Sri Lankan Bank, with over twenty-eight years of experience in the Banking Industry, is on an ambitious growth trajectory. The Bank was awarded 'Best Employee ESG Program of the Year 2022' by Global Banking & Finance Awards UK. It was also honored by LMD as one of the top 15 'Most Awarded Entities' in Sri Lanka while being among LMD's 'Most Respected Entities' and Business Today magazine's Top 40 Business Entities in Sri Lanka.

We are looking to handpick dynamic, results-oriented and highly motivated individuals to join us on this exciting journey and to make a positive contribution as valued members of our growing organization.

RELATIONSHIP MANAGER CORPORATE BANKING

Job Profile:

- Grow a profitable customer base by identifying potential clients, developing new business relationships, and promoting the bank's corporate banking products and services.
- Grow corporate book assets and liabilities as per the set targets and ensure zero specific provisions on corporate accounts and minimize NPAs.
- Work closely with the Head of Department and the team members to achieve and maintain a higher performance in the department.
- Maintain excellent customer relationships through regular visits, close dialogue while carrying out the recoveries on time and always maintaining customer confidentiality
- Assess the creditworthiness of corporate clients by analyzing financial statements, conducting due diligence, and evaluating potential risks
- Practice of pre-credit evaluations and post-credit monitoring of the facilities
- Preparation of credit proposals
- Periodically evaluate cash flow projections and carry all functions related to impairments
- Monitor and mitigate potential risks associated with credit and ensure compliance with all regulatory and internal policies

Candidate Prerequisites:

- Full qualification in Banking at IBSL or an acceptable qualification in Credit Management from a recognized institution is mandatory
- Possession of a Degree/master's or full professional qualification or any equivalent qualification in a related field would be beneficial
- Minimum of 10 years of experience in commercial banking, with at least 03 years in an executive capacity or above
- Should have a sound knowledge and experience in Corporate Banking business or a similar role, with demonstrated success in managing corporate client relationships
- Possess a fair knowledge of the industry and a flair for marketing
- Should be familiar with Financial Analysis with strong analytical skills
- Should possess skills in communication, negotiation, interpersonal and relationship management

Remuneration:

The successful candidates will be provided with an attractive remuneration package including fringe benefits, commensurate with industry standards and will be **placed in an appropriate grade based on the level of competencies and experience.**

If you are a results-driven banking professional looking for a challenging and rewarding opportunity, we invite you to apply for the position through our career portal before the deadline provided.

[APPLY NOW](#)

**Head of Human Resources,
Pan Asia Banking Corporation PLC
No 450, Galle Road, Colombo 03**

Pan Asia Banking Corporation PLC is a licensed Commercial Bank
Fitch Rating BBB –(lka)

 **PAN ASIA BANK**
The Truly Sri Lankan Bank