



# IT'S TIME TO CHALLENGE YOUR LIMITS!

## Senior Business Development Associate

### VACANCIES IN SALES

The role holder is responsible for achieving the assigned targets monthly & annually in the allotted products / segments through executing the sales process.

#### The Job

- Achieving the set budgets on calls/ visits/ promotions and business development activities assigned
- Achieving set acquisition budgets monthly/ annually
- Ensure genuine acquisition through proper KYC and documentation
- Ensure high quality customer service rendered throughout the process and post sales
- Capitalizing on cross selling opportunities available
- Ensure stipulated operational & compliance guidelines are adhered during the sales process
- Driving the sales team for a given product/ segment targets
- Ensuring efficient customer service and manage client relationships
- Leading and motivating the sales team
- Recruiting and training the respective team members

#### Applicant profile

- Full/ Part qualification relating to Sales/ Marketing/ Banking or any other related professional area
- A minimum of 3 years on the job sales experience in a banking setting is a must
- Demonstrate strong coordinating & Organizing Skills
- Possess strong People Management & Communication skills
- Being a Team Player and ability to work under pressure

Please login to <https://www.ndbbank.com/careers> to apply on or **before 8<sup>th</sup> November 2024.**

Selected candidates will be recruited on Contract Basis.

We will correspond only with the shortlisted applicants

**"We are an equal opportunity Employer"**

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A- (Ika) Fitch Rating - National Development Bank PLC (P.O. 27) is a licensed commercial bank supervised by the Central Bank of Sri Lanka.

**NDB bank**  
The future is banking on us