

RELATIONSHIP MANAGER MID CORPORATE

The job holder is responsible for execution of end-to-end set processes such as financial analysis, Credit appraisals, documentation handling, relationship management & client servicing.

The Job

- Assist the business with a high-quality portfolio of corporate clients while achieving business targets, acquiring and onboarding of new clients.
- Understand the client's business, financials and prepare quality appraisals in collaboration with Credit & Risk Management teams.
- Facilitate disbursements while coordinating with internal stakeholders and undertake post-disbursement documentations.
- Understand & cross-sell various retail asset & liability products to capture entire ecosystem of corporate clients.

The Person

- Minimum of 8 years' overall exposure in Relationship Management preferably in the Banking/Financial industry out of which at least 5 years in the role of a Senior Relationship Officer / Assistant Relationship Manager.
- Thorough understanding of financial statements and workings on financial ratios
- Expertise knowledge on financial products
- Excellent communication & presentation skills with outgoing personality
- Higher level of computer literacy

Application Procedure

If you are confident that you meet the above expectations, please forward your CV to dfcareers@dialog.lk with the post applied for as the subject.