

PEOPLE'S BANK

People's Bank, a premier bank in Sri Lanka with the largest customer base providing innovative financial solutions to its diversified clientele for over six decades and as a conducive environment for those who strive to achieve excellence and believe in professionalism, the Bank is looking for a talented & dynamic individual to fill the following position in the Bank.

BUSINESS DEVELOPMENT MANAGER - MERCHANT ACQUIRING

The role is responsible for expanding and managing the Merchant Acquiring business by onboarding high-value merchants, strengthening relationships, driving government sector acquiring initiatives, and aligning with national digital payment priorities. The position ensures portfolio growth, service quality, operational compliance, and the advancement of digital payment acceptance across the country.

Key responsibilities of Business Development Manager - Merchant Acquiring among others are as follows;

- Identify, target, and onboard corporate merchants across key industry segments.
- Promote POS, e-commerce, and QR payment solutions tailored to merchant needs.
- Conduct market research and competitor benchmarking to support acquisition plans.
- Drive fee income growth through MDR pricing, cross-sell, and bundled solutions.
- Maintain strong relationships with merchants, payment gateways, aggregators, and partners.
- Conduct portfolio performance reviews, usage analysis, and service assessments.
- Ensure timely resolution of merchant issues (settlements, terminals, disputes, support).
- Strengthen merchant retention through proactive engagement and service quality improvements.
- Engage with government entities, SOEs, schools, and institutions for digital payment acceptance.
- Promote POS/IPG/QR solutions for revenue collection, utilities, taxes, and public services.
- Ensure service continuity, robust SLAs, and secure transactions for government clients.
- Support integration with government platforms and national digital payment systems.
- Support Central Bank and government initiatives to expand cashless adoption.
- Implement solutions aligned with Lanka-QR and e-government platforms.
- Participate in industry forums and working groups on digital payment development.
- Drive innovations contributing to digital transformation and financial inclusion.
- Expand merchant base, improve transaction volumes, and increase market share.
- Monitor portfolio profitability, MDR income, and operational cost efficiency.
- Oversee POS/QR deployments, e-commerce onboarding, and merchant activation metrics.
- Ensure compliance with regulatory guidelines, scheme rules, and internal governance standards.
- Any other official duties and responsibilities instructed by the Bank which is within the capabilities and/or expertise of the employee to perform.
- Adhere to rules and regulations imposed by the Bank from time to time

QUALIFICATIONS AND EXPERIENCE

- Should be a citizen of Sri Lanka.
- Should possess a Bachelor's Degree or a Master's Degree in Banking, Finance, Business Management or related field offered by a University or an Institute recognized by University Grants Commission of Sri Lanka.
- Minimum of 15 years of Financial Service Industry experience and at least 10 years of Cards/Payments/Digital Banking exposure in a Bank/financial service organization within Sri Lanka or abroad exposed to Merchant Acquiring Business. At least 03 years of experience in Assistant Manager/Manager role in the same industry.

AGE

Age should be less than 50 years as at the closing date of application.

METHOD OF SELECTION

Shortlisted applicants based on the stipulated qualifications and experience will be called for an interview. The appointment will be made on contract basis and performance will be evaluated annually.

REMUNERATION

An attractive and negotiable remuneration package commensurate with qualifications and experience will be offered to the selected candidate for the above position.

APPLICATIONS

The applicants must fill in the **Application form on the Career page of People's Bank website**. The post applied for must be clearly stated in the subject line of the Email and must be sent to the Email address: **cardrecruit@peoplesbank.lk** on or before 02.02.2026.

An Email confirmation of receipt will be sent upon the receipt of the application. In the event a confirmation has not been received within a reasonable period of time, you may inquire regarding the application on telephone numbers 011 3741420/011 3741421.

All applications will be treated in strict confidentiality and any form of canvassing will be regarded as a disqualification. All incomplete and Non - complying applications will be rejected.

The Bank reserves the right to decide the number of vacancies, postponement or cancellation of recruitment or on any other information not included in the advertisement.

Deputy General Manager (Human Resources)
People's Tower - Level 14
NO. 374, Dr. Colvin R. de Silva Mawatha
Colombo – 02.



A (Baa) Fitch Rating AAA Brand Finance Rating
People's Bank is a licensed commercial bank supervised by the Central Bank of Sri Lanka.



**PEOPLE'S
BANK**

Pride of the Nation