

# PEOPLE'S BANK

The 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 vacancy.

## ASSISTANT GENERAL MANAGER - CORPORATE BANKING

Reporting to the Deputy General Manager (Corporate Banking), the Assistant General Manager- Corporate Banking will be primarily responsible for the following -:

- Establishing a good relationship with large corporations and institutions to develop strong partnerships.
- Assist in formulation and implementation of the Corporate Banking division strategy with a focus on expanding business volumes and customer base.
- Preparation and submission of weekly, monthly and quarterly business and administrative reports.
- Managing existing customer relationships as well as develop new relationships and expand fee based income, up selling and cross selling of products to maximize profits.
- Preparation of credit proposals including project financing.
- Improving private portfolio in comparison to SOE and quality customer credit portfolio management.
- Minimizing the risk to the Bank while optimizing revenue.
- Developing focused and effective customer service framework to increase the flow of business and generating business from existing and new customers.
- Should have the ability to evaluate credit proposals and submit recommendations to the Board.

### Qualifications

- A degree in Science, Business Management, Commerce, Finance or Accounting and/or passed finalist of CFA/CIMA/ACCA or ACA.
- An acceptable qualification in Marketing will be an added advantage.
- Preference will be given for added banking qualifications.

### Experience

- At least 10 years' experience of which at least three years should be in a Senior Managerial position in a Bank, Fund Management, Corporate Advisory Services or Capital Markets
- Exposure to marketing in corporate segment
- Strong Credit analytical and presentation skills
- Strong team player with effective public relations
- Excellent communication skills to effectively liaise at all events
- Be computer literate in areas related job functions
- Strong track record of developing business relationships
- Work experience in an international bank is preferable
- Experience in customer relationships
- Corporate Banking experience as Assistant General Manager (corporate banking) is preferred
- Should be a citizen of Sri Lanka.

### Age

Age should be above 40 years and below 56 years as at closing date of application

### Method of Selection

Shortlisted applicants based on the stipulated qualifications and experience will be called for an interview.

### Conditions of Employment

This will be a Executive Management position (equivalent to the grade of Assistant General Manager) 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.

### Applications

Please send details of achievements and experience relevant to the job applied for together with your curriculum vitae along with copies of certificates and contact numbers of two non-related referees. The post applied for should be stated in the subject line of the Email and should reach the Email Address : [recruitment@peoplesbank.lk](mailto:recruitment@peoplesbank.lk) on or before 25.10.2021.

An Email confirmation of receipt will be sent upon the receipt of the curriculum vitae. In the event a confirmation has not been received within a reasonable period of time, you may inquire regarding the application on telephone numbers 0112481542/0112481416.

All applications will be treated in strict confidence 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 Bank - Head Office

NO. 75, Sir Chittampalam A Gardiner Mawatha,  
Colombo - 02.



People's Bank is a licensed commercial bank  
incorporated in Sri Lanka.

[www.peoplesbank.lk](http://www.peoplesbank.lk)



[peoplesbanksrilanka](https://www.peoplesbank.lk)



**PEOPLE'S  
BANK**

AA-Brand Finance Rating, AA+ Risk Rating