



# Take The Chair

With a  
**Winning Team**

## ABANS FINANCE PLC

Abans Finance PLC is a member of the prestigious Abans Group, a household name in Sri Lanka. With assets over Rs. 10 billion, we are one of the most innovative finance companies in Sri Lanka. The company's principal lines of business include finance leasing, mortgage loans, and acceptance of fixed and savings deposits. The company currently operates across the island and is further backed by over four hundred Abans PLC outlets islandwide. The National Long-Term Rating of Abans Finance PLC is 'A - (lka) Outlook evolving' by FITCH Ratings Lanka Limited, which stands as a testament to the successful journey of the company and its strong backing of the parent company. Abans Finance PLC is seeking a dynamic and result-oriented leader to be a part of its' winning team.

### Head of Deposits

#### Key responsibilities

- Industry benchmarking, identifying key industry trends to provide value-added solutions, revisiting process improvements and enhancing the service standards at regular intervals.
- Formulating, implementing, and following up on strategies to reach company goals in relation to fixed deposit/savings portfolio size, managing cost in comparison to other forms of borrowings and reaching the target client base (primarily mid-small & ticket size).
- Source and recruit the budgetary cadre requirements and provide leadership to the team.
- Identifying and driving process improvements to ensure excellence in internal and external customer experience, timely delivery of services, productivity, and effective management of resources.
- Should be able to work independently with the least amount of supervision, whilst ensuring risk and compliance requirements are met on a timely basis.

#### Key requirements

- Minimum 15 years of experience in fund mobilization, with a good understanding of regulatory framework/compliance, out of which at least minimum 5 years in the managerial grade in the financial services sector in Sri Lanka.
- Bachelor's/Master's Degree from a recognized University/Institute or Full/Part professional qualification in a related discipline though not essential but will be an added advantage.
- Prior experience in handling a mid-small ticket size client base and prior experience in sourcing deposits through a branch network, and reasonable knowledge in operating a Fixed Deposit department as a profit centre are definite advantages.

This position will directly report to the CEO and has the option to deploy additional staff to the Fixed Deposit/Savings Department, based on incremental benefits to the company. An attractive negotiable remuneration package in keeping with experience and industry norms is on offer.

Please forward your resume to [careers@abansfinance.lk](mailto:careers@abansfinance.lk) or by post to Head of Human Resources, **Abans Finance PLC, No. 456, R. A. De Mel Mawatha, Colombo 03** with contact details of two non-related referees indicating the post applied for in the subject line within 14 days of this advertisement.

