

JOIN THE MINDS REIMAGINING FINANCE THROUGH INNOVATION

Dialog Finance PLC is a subsidiary of Dialog Axiata PLC, Sri Lanka's flagship telecommunications company. Our vision is to be the No.1 Fintech Company in Sri Lanka by reshaping the industry with world-class breakthrough in financial technology. Today, Dialog Finance PLC is at the forefront of innovation by using cutting-edge technology and game-changing projects, to deliver accessible and affordable financial products to the people and businesses in Sri Lanka.

We are seeking passionate, result oriented visionaries to drive the disruptions in the financial services industry and deliver unparalleled value to our customers.

HEAD OF LENDING & BUSINESS SOLUTIONS

Job Profile

- Set up and execute the lending strategy of the company and grow the Loans and Advances portfolio to deliver the targeted financial KPIs.
- Drive the business by designing data and technology based digital products and solutions for all customer segments.
- Negotiate with prospective business partners within Dialog group and outside the group to build new business generation sources.
- Ensure all products and portfolios comply with regulatory and compliance requirements.
- Adhere to credit risk levels of the company and set up processes to take proactive actions to mitigate risk factors.
- Strengthen customer service standards and processes to enhance service levels across all operational areas.

The Person

- Degree in Business Management/ Finance/Marketing and an MBA would be an added advantage.
- 12-15 years overall experience in Business Development with hands on experience in Lending or Credit functions in the Banking and Finance industry.
- Exposure to Fintech based lending would be a definite advantage.
- Demonstrated understanding of business development, market insight and Sri Lanka's financial regulatory framework.
- Strategic thinking and negotiation skills.
- Excellent communication skills and strong relationship management skills.
- Solid team and stakeholder management skills.

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.