

Assistant Vice President – Card Centre

NDB is the 4th largest private bank in Sri Lanka and ranked among the top 10 corporates in the country. It is also the recipient of many international awards including Best Domestic Bank of the Year. NDB is awarded the Best Retail Bank Sri Lanka 2020 by the Global Banking & Finance Review UK.

We are now looking for a professional to provide leadership to the Card Centre.

Reporting to the Vice President, Branch Network Management & Product Development, the selected candidate is expected to drive and grow the Cards and Merchant Acquiring Business.

The Job

- Develop and execute the Business strategy and business plan for sustainable, profitable growth of business line
- Develop and execute the Cards and Merchant Acquiring business plan across other functions in the bank
- Provide leadership to the team in aspects such as market mapping for customer needs & intensity and managing the mix between customers who use cards for convenience & credit
- Give leadership to promotional activity to increase card spends and develop strategic business partnerships in enhancing Bank's market share
- Brainstorm with Team and come up with other initiatives which will result in customer acquisition, wallet share and market share gain
- Provide inputs for the development of competitive market pricing strategies as part of committees as per bank norms, such that the bank's products & services are attractive to customers
- Be a responsible link in committees that decide on the competitive market pricing of the relevant products
- Achieve cost optimization through automation and digitization in taking the Bank to the next level of customer centricity and breakthrough service
- Ensure all operational controls are in place so that Bank is protected from all risks
- Timely review of policies, systems, processes and practices taking into account market dynamics which provide the bank a cutting edge advantage
- Drive the operations, compliance and risk management unit within Card Centre to ensure high level of operational standards
- Provide leadership and guidance in growing and sustaining a performance driven culture and accomplish the best potential of the energetic young team

The Person

- A Bachelor's degree/ professional qualification in Banking, Business, Finance or equivalent related qualification
- 15 years' experience in Banking, including at least 8 years progressive experience in managerial responsibilities. Candidates with Cards and Payment Scheme related experience will be at an advantage.
- Be strategically oriented in execution
- Be creative enough to find suitable customer centric solutions
- Excellent communication and negotiation skills
- Truly business oriented

Please login to <https://www.ndbbank.com/careers> to apply on or before 11th September 2020

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"

Vice President, Group Human Resources