



# Growth is a mindset. Ready to nurture yours?

Seylan Bank, one of the most progressive banks in the country, is seeking a competent and forward thinking person to fill the following vacancy. This is your opportunity to join our dynamic team and move towards your career goals.

## Relationship Officer – Corporate & Pay Direct Solutions/Internet Payment Gateway

### Job Responsibilities

- To define an action plan and utilize resources to ensure Pay Direct, IPG, Merchant portal and aligned solutions are provided and facilitated to Corporates, Small Medium Enterprises & Micro Small Medium Enterprises and their employees and involve in business development activities
- To define an action plan to ensure that the bank's retail and aligned solutions are provided and facilitated to the employees of the payroll companies
- Coordinate with corporate banking, corporate credit department & branch credit department teams to generate leads to canvass pay direct solutions.
- Work closely with internal departments (All Retail Sales Channels, Digital channels, Branches, Branch Relationship Officers, Corporate banking corporate credit, Branch credit, Liability product management, Marketing, Personal Banking etc.) for delivery of services and closing of business leads.
- Initiate product/ solution developments with the involvement of relevant Product Managers
- Develop business / Solution proposals to targeted clients
- Analyze and develop strategies to convert untapped business for pay direct, IPG and Merchant portal solutions

### The Person

- Minimum 5 years of experience in the bank with exposure to Marketing and Sales
- On the job experience in canvassing and selling Banking solutions
- Strong communication, Leadership skills
- Coordinate, organize and team building skills
- Full or part qualification in CIM/SLIM will be an added advantage.

If you fulfill the above criteria, we invite you to email your cv along with a recently taken photograph to [careers@seylan.lk](mailto:careers@seylan.lk) within 7 days of this advertisement.