



Our Client, a leading blue chip conglomerate of strong operational and financial background spread across diversified sectors is looking for 'exceptional players' with a proven track record for their new venture in the Financial Sector.

Apart from sound technical competencies required for each job role, the ideal candidates for the below positions require to be; Result oriented, energetic, focused, accountable and confident, demonstrating a high level of integrity, commitment, adaptability and competencies in the areas of; Communication, networking, management and operational practice, service delivery, IT literacy, managing stress with good business sense, negotiation and decision making.

Qualifications and Experience: The positions in the banking and financial services disciplines require a degree in Finance/ Commerce/ Economics from a recognized university or an equivalent professional qualification in the related disciplines; Marketing or Business Administration qualifications would be an added advantage. Should possess over 3 years experience in similar capacity preferably in banking, leasing or financial services sector.

Asst. General Manager – Credit

ES02/12420-I

- Facility Implementation Procedures and Maintenance;
- Credit Monitoring on limits and maintenance;
- Collateral management relating to valuations, Inventory Inspection, Personal Guarantees, Pledges, Insurance and Release of Collateral.

Asst. General Manager – Leasing

ES02/12420-II

- Network, develop and maintain strong relationships with prospective and existing clients;
- Improve service levels to meet regulatory requirements.

Asst. General Manager – Fixed Deposits

ES02/12420-III

- Plan for effective strategies / campaigns in monitoring the performance and acquire Deposit business.

Manager Deposits (02) (ES02/12420-IV)

- Analyze customer segments for effective cross-selling, liaise with direct sales channels in delivering business targets.

Senior Manager – Operations

ES02/12420-V

- Responsible for overseeing the administrative and operations staff and directs work flow between departments;
- Provide inputs to Product Management on customer needs, trends and market intelligence.

Senior Manager – Finance

ES02/12420-VII

- Direct the Accounting and Finance Operational functions including financial planning, procedural improvements, controls and Budget Management functions.

Senior Manager – Recoveries

ES02/12420-IX

- Be in charge of a group of non performing accounts and lead a Recovery team;
- Formulate, plan and follow up suitable recovery processes/action steps to reduce Non Performing Advances (NPA) portfolio;
- Identify potential risk of losses in NPAs and initiate timely action
- Liaise with Legal department to expedite recovery process.

Asst Managers Operations (02)

ES02/12420-VI

- Assist the successful implementation of business strategies by managing, directing, and motivating Counter Service team-lead staff to provide efficient customer services at the branch so as to achieve branch services and sales goals.

Asst Manager Finance

ES02/12420- VIII

- Assist in the overall Accounting and Finance operational functions;
- Good understanding of auditing and accounting standards and its amendments.

Manager/Asst. Manager – Treasury

ES02/12420- X

- Provide efficient treasury management, analysis along with advice for maximizing growth and profit and responsible for developing strategies;
- Promoting treasury business to customers to be assessed;
- Maintain the investment portfolio accounting system and manage the daily liquidity position.

Manager – Human Resources

ES02/12420- XI

- A Degree in HRM or equivalent professional qualification with 5 years work experience in strategic HRM;
- Direct the overall divisional functions of planning, managing and development of HR processes towards enhanced staff performance;
- Knowledge of Labor Laws and Industrial Relations.

Manager – Branch Operations

ES02/12420-XIII

- Exposure in fund mobilization and commercial/ personal lending, strategic and project management;
- Ensure targets are met and exceeded while continually maintain all quality, regulatory and procedural standards to achieve overall business plans.

Manager – Marketing

ES02/12420-XV

- A degree or CIM / SLIM qualification in Marketing and over 3 years experience in similar capacity in the service sector;
- Develop, execute and monitor the Strategic Marketing and Brand Plans and Marketing Budget;
- Brand awareness, negotiations and management of relationships with all stakeholders;
- Monitor market movements and analyze its impacts and prepare market news report and provide direction to the team.

Manager – ICT

ES02/12420-XII

- A degree in Computer Science / Information Systems with over 5 years experience in similar capacity preferably in a bank or financial service entity;
- Accountable for directing the information and data integrity of the enterprise and for all IT functions;
- Good track record in service delivery, management and operation practices.

Area Managers- North West, Central & Southern

ES02/12420-XIV

- Exposure in fund mobilization and commercial/ personal lending is an advantage;
- Coordinate in cross selling financial products and lead the teams towards service excellence and achievement of targets

Branch Managers

ES02/12420-XVI

- Operate the Branch as a profit center by providing overall leadership;
- Developing, motivating and leading the team to deliver excellent customer service.

The successful candidate would be provided with a competitive remuneration package on par with industry standards.

Applications with a detailed Curriculum Vitae and telephone contact details of two non-related referees, quoting the relevant Reference Number to the following address within seven days of this advert.

**KPMG Executive Search (Private) Limited,
32A, Sir Mohamed Macan Markar Mawatha, Colombo 03.
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Applications will be treated confidentially and only the short listed applicants will be contacted

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