

JOIN THE MOST AWARDED BANK IN SRI LANKA



With an enduring vision of being the most technologically advanced, innovative and customer friendly financial organization, we, the Most Awarded Bank in Sri Lanka, continue to progress steadily while being the first Sri Lankan bank to be listed amongst the Top 1000 Banks in the World.

Our unparalleled record of success is supported by an unmatched suite of digital offerings and superior standards in service, stability and performance. We are poised to ascend to even greater heights in the near future.

Assistant Manager Business Development, Payments & Cards

Job Profile

- Familiarizing and acquiring in depth knowledge with all payment products and services offered by Card Center
- Procuring new clients through direct contact, word-of-mouth and collaboration with other units of card center such as merchant acquiring unit, product development unit and card sales unit
- Attending networking activities to research and connect with prospective clients and maintaining meaningful relationships with existing clients to ensure that they are retained
- Suggesting upgrades or added features and functionalities that may be of interest to clients
- Prepare business proposals to be presented to the management and obtain approvals to proceed with canvassed clients to launch payment products
- Prepare and finalize agreements related to products and services offered to clients
- Follow up with 'New product development unit' and IT Department about initiated new business and assist to implement them fast
- Involved in preparing documentation with regard to new products and features

The successful candidate will be provided with an attractive remuneration package, commensurate with benchmarked financial institutions.

Interested candidates are invited to apply for the position, all applications should be routed through our corporate website.

To apply, please visit,



Applicant's Profile

- Bachelor's Degree in IT, Business Administration, Marketing or any related field from a recognized university
- 3-5 years of experience in business development within the financial service industry, preferably in payments and cards
- MBA from a recognized university would be an added advantage
- Strong understanding of payment processing and card products
- Ability to generate revenue by identifying pain points and suggesting suitable products or services
- Excellent networking skills with verbal and written communication skills