



RELATIONSHIP MANAGER - MERCHANT ACQUIRING

The Job

- Be responsible for managing profitable merchant acquiring business of the bank and attract profitable new merchants to the bank in line with the bank's strategy.
- Liaise with the Area Managers / Branch Managers / Relationship Managers of Corporate / SME business lines within the bank to develop profitable merchant acquiring business.
- Strengthen merchant relationships in order to secure profitable merchant business.
- Monitor daily performance and update the trends to the management.
- Coordinate with the outsourced merchant acquiring sales team in order to provide a proper support and conduct new installations.
- Coordinate with IT for any merchant complaints or requirements and constantly upgrade our services.
- Handle the acquiring business through all channels (POS/MPOS/QR etc.).
- Work on required marketing materials to promote acquiring business and ensure proper display and awareness at merchant level.
- Develop a good relationship with all connected stakeholders such as card schemes, working partners and POS terminal vendors etc. to get the required support to develop profitable merchant acquiring business.

The Person

- Minimum 7 years experience in banking, out of which 4 years in marketing / sales / merchant acquiring.
- Full / part professional qualification in marketing.
- Be a target oriented self-starter, exhibiting a high level of initiative
- Pleasing personality possessing excellent communication skills with a flair for marketing.

Applicants are invited to log on to www.seylan.lk and upload the updated CV along with a recently taken photograph or forward the CV to careers@seylan.lk within 07 days of this advertisement.

**Deputy General Manager – Human Resources
Seylan Bank PLC**



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Brand Finance Rating : 'A+', Fitch Rating: A-(lka), Co.Reg. No : PQ9

v Bank is a licensed commercial bank supervised by the Central Bank of Sri Lanka.

 **SEYLAN**
BANK PLC

The bank with a heart