

Vacancy Announcement: Head of Retail Financial Services

Location: Dhaka, Bangladesh

Application Deadline: 10 October 2024

Company Overview

LankaBangla Finance PLC. is a leading financial institution in Bangladesh, committed to delivering innovative financial solutions and exceptional service to our clients. As we continue to grow and enhance our operations, we are seeking a dynamic and experienced individual to join our team as the Head of Retail Financial Services Division.

Position Overview

As a MANCOM member, the Head of Retail Financial Services Division will play a crucial role in shaping and executing the Company's retail business strategy. This senior leadership position requires a strategic thinker with extensive experience in retail loans, advances, deposits and financial markets. The successful candidate will be responsible for overseeing all aspects of retail operations, developing strategies to optimize retail business growth and managing key relationships with clients and stakeholders.

Key Responsibilities

- Develop and implement comprehensive strategies in shaping retail banking landscape to achieve organizational goals.
- Navigate and transform the retail business towards fast changing consumer market.
- Oversee the daily operations of the Retail Financial Services Division, ensure efficiency and effectiveness.
- Collaborate with other departments to align retail business strategies with overall business objectives and financial goals.
- Continuous follow up market intelligence and marketing plans in order to meet retail banking strategic objectives.
- Formulate new retail products in line with market demand.
- Build and maintain strong relationships with key clients and regulatory bodies with deep stakeholder insights.
- Ensure compliance with all relevant regulations and internal policies.
- Lead, mentor and develop a high-performing team within the division.

Key Qualifications

- Bachelor's degree in Business Administration, or a related field; a Master's degree or relevant professional certification is highly desirable.
- Minimum of 15 years of experience in retail business, with at least 5 years in a senior leadership role.
- Proven track record in developing and implementing successful retail business strategies.
- Strong understanding of retail market, interest rate risk management, and regulatory requirements.
- Exceptional leadership, communication and interpersonal skills.
- Ability to think strategically and make data-driven decisions.
- Excellent and effective relationship with top business individuals, Government Organizations, NGOs and Large Corporates both Local and MNCs.
- Experience in managing and developing high-performing teams.

What We Offer

- Competitive salary and benefits package.
- Opportunities for professional growth and development.
- A dynamic and inclusive work environment.
- The chance to make a significant impact in a leading financial institution.

Application Process

Interested candidates are invited to submit their CV outlining their qualifications and experience in the below link by 10 October 2024.

Application link: <https://t.ly/CNbf8>

LankaBangla Finance PLC. is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.