

BUSINESS DEVELOPMENT MANAGER

LankaClear is the operator of Sri Lanka's National Payment Network - LankaPay. Operating under the guidance of the Central Bank of Sri Lanka, we facilitate approximately 240 million domestic interbank transactions at a value of Rs. 18 trillion every year. Our mission is to make convenience an 'accessible' and 'affordable' choice for every Sri Lankan whenever they carry out a financial transaction with a host of innovative, convenient and secure digital solutions via our world-class payment network.

When you join LankaClear, you become a part of this truly Sri Lankan national service. We believe in the potential of our people. LankaClear understands their aspirations, respects their differences and embrace individuality in our culture of purpose and inclusion. You will drive our pursuit of excellence in creating an environment where you enjoy, learn, perform and grow. As a vital member of our team, your work will impact to live our motto of #EverydayConvenienceToEveryone intended to connect, uplift and enrich the lives of everyone, everywhere and every time they consume our services.

KEY RESPONSIBILITIES & ACCOUNTABILITIES OF THE POSITION:

The ideally suited person for this post would be responsible for following key activities, but not limited to:

- Design, develop and implement promotional strategies and campaigns, new customer on boarding strategies based on company objectives and execute same to achieve the projected annual revenue targets of NCS Project.
- Develop and execute strategies including joint activities with customer organizations to increase transaction volumes of NCS.
- Work with JCB and internal technical experts to explore new opportunities, improve product functionalities to drive the business growth.
- Work with all stakeholders to enhance the overall acceptance of the NCS among general public.
- Adhere to compliance standards and ensure that all Promotional Campaigns and related strategies comply with the Company Standard Operating Procedures.
- Work collaboratively with vendors, service providers and with all other stakeholders to complete assigned tasks within the expected timelines and be an exemplary team player.

MINIMUM QUALIFICATIONS, EXPERIENCE AND PERSONAL ATTRIBUTES:

- Degree in Business/Management or IT.
- 5 years of work experience in Pre-Sales, Sales and Business Development activities in the financial services sector of which 2 years in managerial level.
- Prior experience in Business Development in card schemes and mobile payments would be an added advantage.

Other skills and attributes that will be required will be the ability to work independently, possessing problem solving, team building and time management skills together with demonstrable negotiating and leadership skills.

The above position offers an attractive remuneration package and benefits commensurate with industry standards. The selected candidate can look forward to prospects for career growth in a rapidly growing, stable company.

Submit your CV to careers@lankaclear.com by indicating the post applied in the subject field with names and contact details of 2 non-related referees within 07 days of this advertisement.

(While we value all applications received only short-listed candidates will be called for interviews)

Head of HR & Administration

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Payment Network

