

careers@hnbib.lk



No. 53, Dharmapala Mawatha,  
Colombo 03



## Senior Executive Treasury Sales

### ABOUT US

HNB Investment Bank (HNBIB), a fully owned subsidiary of Hatton National Bank PLC, is one of Sri Lanka's premier Investment Banks. Leveraging the strength and stability of our parent company HNB, we serve a diverse clientele across multiple sectors, cementing our reputation as a trusted leader in Sri Lanka's capital markets.

HNB Investment Bank delivers a full spectrum of services encompassing Stockbroking, Government and Corporate Debt Trading (Treasury Bills, Bonds, Debentures), and Equity Capital Market offerings including IPOs and Private Placements. We extend our financial expertise to Mergers & Acquisitions, Corporate Advisory, and Equity Research, providing seamless end-to-end solutions that empower clients to effectively navigate their evolving financial landscape.

This vacancy exists at **HNB Securities Limited** - a Central Bank appointed Primary Dealer for Government Debt which is actively involved in the distribution and trading of Treasury Bills, Bonds, and Repurchase Agreements.

### POSITION OVERVIEW

We are seeking a dynamic and results-driven **Senior Executive - Treasury Sales** to join our Dealing Room team. This role will be responsible for driving treasury-related sales, including Treasury Bills (T-Bills), Treasury Bonds (T-Bonds) - outright transactions, and Repo/Re-Repo transactions. The successful candidate will focus on delivering tailored treasury solutions to a niche client segment while contributing to the organization's growth and market presence.

### KEY RESPONSIBILITIES

- Develop and maintain strong relationships with High Net Worth Individuals (HNIs), corporates, financial institutions, and selected clients for treasury trading activities.
- Promote awareness of treasury-related products and services, identify potential investors, and onboard new clients.
- Execute, monitor, and follow up on treasury transactions to ensure seamless service delivery.
- Manage client portfolios by providing personalized service, investment advisory support, and strategies aimed at profit maximization and risk mitigation.
- Monitor market trends, macroeconomic indicators, and industry developments to identify trading opportunities and provide informed recommendations.
- Achieve assigned sales targets and key performance indicators (KPIs) while maintaining compliance with internal and regulatory requirements.

### KEY QUALIFICATIONS & SKILLS

- Bachelor's degree in Finance, Economics, Business Management, or a related field.
- A Diploma or Degree in Sales and Marketing will be an added advantage.
- Minimum of Four (4) years' experience in a similar role within financial services.
- Proven experience in financial product sales and services; a strong track record in Government Securities (G-Sec) sales will be a distinct advantage.
- Excellent analytical, communication, and negotiation skills.
- Strong leadership qualities with the ability to work independently and perform under pressure.
- Proficient in IT systems and financial trading platforms.
- Demonstrated ability to meet and exceed sales targets.

An attractive remuneration package will be offered based on experience and qualifications, along with opportunities for professional growth.

**Send your resume to [careers@hnbib.lk](mailto:careers@hnbib.lk)**

Please state the position you are applying for in the subject line.