



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 results driven **Executive - Business Development** to join our team. In this role, you will drive revenue growth by acquiring and nurturing direct client relationships, supporting sales strategies for fixed income products, and offering tailored investment solutions to institutional, high-net-worth, and retail clients.

KEY RESPONSIBILITIES

- Identify business opportunities through effective marketing / sales strategies.
- Assist in developing and implementing sales strategies for fixed income products.
- Source institutional, high net-worth clients and retail clients and advise them on the most ideal investment options available out of the product portfolio.

KEY QUALIFICATIONS & SKILLS

- Be part/fully qualified in CIM / SLIM or be an undergraduate / graduate in Marketing.
- The ability to work under pressure and the drive to achieve given objectives/targets.
- Strong sales and business development acumen with a target driven mindset.
- Excellent communication, negotiation, and presentation skills.
- Minimum 2-3 years' hands-on experience in the sale of similar or competing financial products.

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

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