

ONE Bank PLC

Unit Head - Corporate Business (SAVP - SVP)

Application Deadline : **30 Apr 2026**

Summary

Vacancy: 1

Experience: **At least 8 years**

Location: **Dhaka**

Published: **21 Apr 2026**

Salary: **Negotiable**

Requirements

Education

- Bachelor/Honors
- Minimum Bachelor's degree from a reputed institution (UGC approved).
- No Third Class / Division in any academic stage will be acceptable.

Experience

- At least 8 years
- The applicants should have experience in the following business area(s): Banks

Additional Requirements

- 8–15 years of progressive experience in Corporate/Commercial Banking or a relevant function at any scheduled Bank in Bangladesh.
- Established corporate market presence with a strong client network and a proven record of business development and portfolio growth.
- Advanced credit analysis and risk assessment skills with hands-on experience in proposal structuring, review and credit committee presentation.
- Comprehensive knowledge of corporate and trade banking products, Bangladesh Bank regulations, CIB and AML/CFT requirements.
- Strong portfolio oversight capability with experience in early-risk identification, stressed account management and recovery.
- Excellent leadership, communication, negotiation and stakeholder management skills at senior levels.
- Demonstrated ability to coach and develop relationship management teams towards consistent high performance.
- Strategically minded, commercially astute and professionally ethical with a high standard of integrity and accountability.

Responsibilities & Context

Job Context

This is a high-impact leadership role within ONE Bank PLC's Corporate Banking Division. The Unit Head of Corporate Business will lead the Unit's overall business agenda, drive quality growth, portfolio strength, develop client-base and team performance in line with the Bank's strategic priorities along with risk appetite and regulatory frameworks. The role is intended for a seasoned banking leader with strong business acumen, disciplined credit assessment and a proven ability to deliver sustainable growth through effective team leadership.

Job Responsibilities

- Drive the Unit's overall business performance across assets, liabilities, income and recovery; ensure timely resolution of all operational matters including documentation, transactions, correspondence and customer service.
- Lead the Unit's day-to-day activities independently; escalate matters requiring senior guidance in a structured and timely manner while maintaining strong relationships with existing and prospective clients.
- Identify and capitalize on market opportunities to grow the Unit's loan and deposit portfolio through proactive business development.
- Lead, guide and support Relationship Managers/ Senior Relationship Managers in acquiring new corporate relationships and deepening and broadening existing ones.
- Monitor the Unit's credit portfolio continuously; drive timely recovery of due, overdue, classified and written-off accounts.
- Assess RMs/ SRMs performance on an ongoing basis; provide structured coaching, mentoring and development support to build a high-performing relationship management team.
- Review and recommend credit proposals of the Unit; ensure all proposals are soundly structured and routed as per the applicable Bangladesh Bank's regulation & Bank's internal policy.
- Present credit proposals, portfolio reviews and related files to Management, Board and internal/external auditors as and when required.
- Coordinate effectively with internal departments and divisions to ensure swift approval processing and seamless transaction execution.
- Review and recommend Annual Confidential Reports (ACRs) of officials under the Unit with objectivity and fairness.
- Provide strategic input and market intelligence to support the Bank's corporate business planning and growth agenda.

Skills & Expertise

Suggested by **bdjobs**

Business Development

Credit Risk Assessment

Regulatory Compliance

Strategic Planning

Debt recovery

Workplace

Work at office

Employment Status

Full Time

Job Location

Dhaka

Company Information

ONE Bank PLC

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Address:

HRC Bhaban, 46 Kawran Bazar, Dhaka-1215

Business:

ONE Bank PLC was incorporated in May, 1999 With the Registrar of Joint Stock Companies under the Companies Act. 1994, as a commercial bank in the private sector.

The Bank is pledge-bound to serve the customers and the community with utmost dedication. The prime focus is on efficiency, transparency, precision and motivation with the spirit and conviction to excel as ONE Bank in both value and image.

The name 'ONE Bank' is derived from the insight and long nourished feelings of the promoters to reach out to the people of all walks of life and progress together towards prosperity in a spirit of oneness.

ONE Bank PLC

Relationship Manager/ Senior Relationship Manager - Corporate Business (SPO-SAVP)

Application Deadline : **30 Apr 2026**

Summary

Vacancy: --

Location: **Chattogram, Dhaka**

Salary: **Negotiable**

Experience: **At least 5 years**

Published: **21 Apr 2026**

Requirements

Education

- Bachelor/Honors
- Minimum Bachelor's degree from a reputed institution (UGC approved).
- No Third Class / Division in any academic stage will be acceptable.

Experience

- At least 5 years
- The applicants should have experience in the following business area(s): Banks

Additional Requirements

- 5–10 years of progressive experience in Corporate/Commercial Banking or a relevant function at any scheduled Bank in Bangladesh.
- Established corporate client network with a proven track record of sourcing and growing quality relationships.
- Strong credit, financial and risk analysis skills with demonstrated ability in facility structuring and deal execution.
- Sound knowledge of corporate and trade banking products, Bangladesh Bank regulations, CIB and AML/CFT requirements.
- Disciplined portfolio management with ability to identify early warning signals, manage stressed accounts and drive recovery.
- Excellent communication, negotiation, and presentation skills with the ability to influence senior internal and external stakeholders.
- Effective ability to coach, guide and develop junior relationship management officials.
- Results-driven, commercially astute and professionally ethical with a high standard of integrity and performance.

Responsibilities & Context

Job Context

This is a career-defining opportunity within ONE Bank PLC's Corporate Banking division for a high-calibre banking professional with strong knowledge in relationship management, business and credit capabilities. The role demands the ability to originate and manage quality corporate business, expand asset and liability portfolios and deliver disciplined growth aligned with the Bank's strategic vision, risk standards and performance expectations.

Job Responsibilities

- Identify and capture market opportunities to grow the asset portfolio; acquire new corporate relationships while deepening and broadening existing ones to maximize wallet share.
- Prepare and submit Call Reports and Credit Memoranda (CMs) for fresh proposals, annual reviews and interim reviews in an accurate and timely manner.
- Coordinate with Centralized Loan Administration Department (CLAD) for preparation, vetting and execution of all loan and security documentation in liaison with clients and legal counsel.
- Maintain up-to-date knowledge of borrowers' business, financial health and industry through regular client visits, meetings and factory/warehouse inspections; monitor macroeconomic trends to align portfolio strategy with the Bank's objectives.
- Monitor the assigned portfolio proactively; identify early warning signals and drive recovery of due, overdue, classified and written-off accounts.
- Work with the Credit Risk Management Division (CRMD) on regularization and recovery strategies for early-alert and stressed accounts, ensuring timely escalation.
- Formulate and execute recovery plans for accounts with sustained credit deterioration in line with the Bank's provisioning and recovery guidelines.
- Coordinate with Special Asset Management Department (SAMD) and the Recovery Unit for resolution and exit of non-performing accounts.
- Manage day-to-day transactions of assigned relationships in full compliance with credit approval terms, Bangladesh Bank regulations and the Bank's internal standards.
- Liaise with internal departments i.e. Credit Risk, Operations, Trade and Treasury to ensure swift approval processing and seamless transaction execution.
- Ensure strict adherence to regulatory requirements, internal control frameworks and risk management policies; maintain audit readiness at all times.
- Guide and mentor ROs and ARMs in portfolio management activities and their day-to-day development.

Skills & Expertise

Suggested by **bdjobs**

Credit Analysis

Financial Reporting

Regulatory Compliance

Relationship Management

Workplace

Work at office

Employment Status

Full Time

Job Location

Chattogram, Dhaka

Company Information

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