

WE ARE HIRING

JOIN MALDIVES PREMIER BANK (MPB) AND HELP BUILD
A FUTURE-READY DIGITAL BANK FROM THE GROUND UP.

Business Development & Relationship Banking Manager

Immediate Hiring | Male', Maldives | Permanent

ABOUT MALDIVES PREMIER BANK (MPB)

We are a digital-first, relationship-led commercial bank established to redefine banking in the Maldives and to support the nation's next phase of economic growth. We focus on serving retail, corporates, institutions & premium clients across priority sectors such as tourism, trade, infrastructure & sustainable development, differentiating ourselves through high-touch relationship banking, & smart, tailored financial solutions.

We are seeking an experienced and commercially driven Business Development & Relationship Banking Manager to lead the Bank's business development, customer acquisition, relationship banking, and portfolio growth initiatives across Personal, Premier, and Commercial & Corporate Banking.

KEY FOCUS AREAS

- Develop and execute the Bank's business development and relationship banking strategy in line with approved growth objectives and risk appetite.
- Drive customer acquisition, deposit mobilisation, revenue growth, product penetration, and relationship deepening across key banking segments.
- Lead sales pipeline management, performance reviews, prospecting activities, and conversion strategies across business teams.
- Originate and develop significant HNI, business, corporate, institutional, and strategic client relationships.
- Strengthen existing customer relationships through needs-based cross-selling, referrals, and coordinated relationship management.
- Develop strategic partnerships, referral channels, affinity relationships, and market-development opportunities.

KEY FOCUS AREAS (CONT.)

- Coordinate customer propositions with Credit, Treasury, Operations, Digital, and other relevant functions to support effective delivery.
- Ensure business development and relationship activities comply with AML/CFT, KYC, sanctions, customer protection, conduct, and regulatory requirements.
- Provide functional commercial leadership, coaching, market intelligence, performance reporting, and capability development across relationship banking teams.

IDEAL PROFILE

- Bachelor's degree in Banking, Finance, Business Administration, Economics, Marketing, or a related field. A postgraduate qualification or relevant professional banking certification will be an advantage.
- Minimum 6–8 years of progressive banking or financial services experience, with substantial exposure to business development, relationship management, sales leadership, or client coverage.
- Demonstrated track record in acquiring and developing HNI, business, commercial, corporate, or institutional relationships and delivering sustainable deposit, revenue, and portfolio growth.
- Strong knowledge of banking products, credit origination, AML/CFT, KYC, sanctions, conduct, and regulatory requirements.
- Experience within a regulated bank or financial institution is required. Familiarity with the Maldives banking market and MMA requirements will be a strong advantage.

APPLICATION

- Apply by sending your CV to: hr@mpb.mv (Subject: Application – Business Development & Relationship Banking Manager)
- Application accepted until a suitable candidate is selected
- Only shortlisted candidates will be contacted