

“The Nation’s Bank”, **National Bank of Pakistan** aims to support the financial well-being of the Nation along with enabling sustainable growth and inclusive development through its wide local and international network of branches. Being one of the leading and largest banks of Pakistan, National Bank of Pakistan is contributing significantly towards socioeconomic growth in the country with an objective to transform the institution into a future-fit, agile and sustainable Bank.

In line with our strategy, the Bank is looking for talented, dedicated and experienced professional(s) for the following position in the area of **Corporate & Investment Banking**.

The individuals who fulfill the below basic-eligibility criteria may apply for the following position:

03	Position / Job Title	Senior Relationship Manager – Corporate Banking (AVP / VP)
	Reporting to	Unit Head – Corporate Banking
	Educational / Professional Qualification	<ul style="list-style-type: none"> • Minimum Graduation or equivalent from a local or international university / college / institute recognized by the HEC • Candidates having Master’s degrees and / or relevant certification(s) would be preferred
	Experience	<ul style="list-style-type: none"> • Minimum 05 years of experience in the Banking industry, out of which 03 years in relationship management in Corporate and/or Commercial and/or Risk Management and /or Investment Banking
	Other Skills / Expertise / Knowledge Required	<ul style="list-style-type: none"> • Strong analytical and structuring skills • Sound understanding of products & services offered in Corporate & Investment Banking • Excellent Relationship Management skills and credit related expertise • Thorough understanding of the needs of local and regional corporate client base as well as regulatory regime will be an advantage
	Outline of Main Duties / Responsibilities	<ul style="list-style-type: none"> • To assist Unit Head – Corporate Banking in implementing the business strategy, responsible for client/business origination and coverage, as well as achieve sales/business targets, in terms of the number of clients acquired and maintained as well as the revenue generated • To manage corporate banking relationships with existing and potential clients with a view to grow further business while protecting the Bank’s asset quality and position • To assess customers’ wallets and cross-sell opportunities, and develop plans to increase shares of wallet • To proactively monitor the growth of the assigned portfolio and monitoring profitability of individual accounts by collating, analyzing and interpreting information from various sources • To collaborate with internal business and product partners and stakeholders including client coverage and risk mitigators to stay up to date on client relationships and maintain constant communication with internal partners to provide seamless service to clients • To achieve the Key Performance Indicators (KPIs) assigned in terms of asset book building, cross-selling including FX, Trade Finance, and other products & services offered by the Bank • To prepare credit proposals ensuring quality, accuracy, data integrity and adherence to the Bank’s policies and guidelines and to submit and recommend business proposals through the process chain for necessary approvals • To keep abreast with all regulatory guidelines (including, but not limited to, State Bank of Pakistan’s Prudential Regulations) as well as internal requirements of the Bank (including credit policies) and ensure strict compliance

	<ul style="list-style-type: none"> • To prepare routine business call reports, facility letters, sanction advices and other internal and external correspondences in line with the Bank's policies and guidelines as and when required • To maintain NBPs internal control standards, including timely implementation of internal and external audit points together with any issues raised by external regulators • To drive the identification of opportunities for continuous improvement of systems, processes and practices within the function taking into account 'international best practice', improvement of business processes, cost reduction and productivity improvement • To perform any other assignment as assigned by the supervisor(s)
Place of Posting	Karachi and Lahore

Assessment Interview(s)	Only shortlisted candidates strictly meeting the above-mentioned basic eligibility criteria will be invited for panel interview(s).
Employment Type	The employment will be on contractual basis for three years which may be renewed on discretion of the Management. Selected candidates will be offered compensation package and other benefits as per Bank's Policy / rules.

Interested candidates may visit the website www.sidathyder.com.pk/careers and apply online within 10 working days from the date of publication of this advertisement as per given instructions.

Applications received after due date will not be considered in any case. No TA / DA will be admissible for interview.

National Bank of Pakistan is an equal opportunity employer and welcomes applications from all qualified individuals, regardless of gender, religion, or disability.