

“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:

01	Position / Job Title	Unit Head – Corporate Banking (AVP / VP)
	Reporting to	Regional Corporate Head
	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 06 years of experience in the Banking industry, out of which 03 years in Corporate and / or Investment Banking in a relationship management role
	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 meet assigned targets in terms of customer portfolio yield including ancillary business generation, advances and deposit mobilization etc. • To manage key relationships with existing and potential clients in corporate sector with a view to leverage further business and widening the portfolio with the objective of maximizing overall customer risk adjusted profitability and share of business from each client/group • Business development through marketing of structured products tailored in line with the specific requirements of customers and cross selling of the bank’s other products • To introduce new corporate customers as per assigned targets and make periodic visits to the customers’ factories/sites and submit call reports to the management • To work in partnership with all product partners and stakeholders and execute client business and maximize returns to the Bank • To effectively monitor risk and keep abreast of market developments to ensure proactive or remedial actions to maintain quality of risk in line with the Bank’s credit policies and procedures • To monitor quality credit proposals. This includes facility structure, industry analysis, company analysis, facility review, customer profitability analysis, financial analysis, spreads and projections etc. • To ensure that the highest professional standards of services are provided to Bank’s corporate customers with an end to secure both new business and to deepen the existing business relationships • Preparation of routine business call reports, offer letters, sanction advices and other internal and external correspondences as and when required

	<ul style="list-style-type: none"> • To guide, train, develop and motivate a team of Relationship Managers to attain business objectives, improve the quality of credit assessment, creating a learning environment and assess their training needs • To ensure compliance with all regulatory (including State Bank of Pakistan's Prudential Regulations) and internal (including credit policies) requirements • To perform any other assignment as assigned by the supervisor(s)
Place of Posting	Karachi

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.