

“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:

02	Position / Job Title	Unit Head – Project Finance (AVP / VP)
	Reporting to	Wing Head – PF & Corporate Finance
	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) in Finance and/or Accounting (CFA/ACCA) / Marketing and/or Economics and/or Commerce will be preferred
	Experience	<ul style="list-style-type: none"> • Minimum 06 years of banking experience, out of which 03 years of relevant experience in corporate and/or investment banking roles
	Other Skills / Expertise / Knowledge Required	<ul style="list-style-type: none"> • Good relationship management skills • Ability to assess customer needs and develop products that suits their needs • Ability to work within deadlines with proven time management skills • Ability to perform basic financial analysis • Keen interest in advancing financial analysis skills • Ability to communicate clearly and concisely both orally and in writing
	Outline of Main Duties / Responsibilities	<p>Account Coverage Responsibilities:</p> <ul style="list-style-type: none"> • To assist Divisional Head - IBD to implement the business strategy, via origination of deals related to Project Finance and screen investment opportunities through client outreach, marketing and deal screening • To support and lead the internal approvals process including interface with credit, integrity, legal and other teams • To facilitate and/or lead active relationships with financial partners as well as with developers, investors and governments • To assess and structure transactions to maximize the potential for commercial co-financing • To ensure that the highest professional standards of customer service is provided to NBP’s customers with an end to secure both new business and to deepen the existing business relationships • To analyze investment proposals advise on and participate in the financial aspects of transactions • Short and long-term cash flows assessment. Weigh financial performance and provide investment advice and recommendations to clients, senior company officials, securities agents and associates • To prepare company, industry and economic outlooks, analytical reports, briefing notes and correspondence • To follow up on financing projects with financial advisors, technical advisor, sponsors etc. <p>Business Development & Revenue Generation Responsibilities:</p>

		<ul style="list-style-type: none"> • To achieve the Key Performance Indicators (KPIs) assigned in terms of fee income and asset book building • To work in partnership with other Business & Support functions of the bank including but not limited to Asset & Liability products, Treasury Services, Markets Sales (FX), Transaction Banking Services including Trade Finance & Cash Management, and other lines of business, to develop, structure, market and execute client business and maximize returns to the Bank • To ensure stringent monitoring of NBP's exposure to the specialized public sector lending portfolio, to manage delinquent accounts on a timely basis and ensure suitable remedial measures are taken to secure payments and the Bank's interest • To provide input and comments on related project, policy and other papers related to public & private sector and development across a range of key themes and sectors <p>Other Responsibilities:</p> <ul style="list-style-type: none"> • To support PF team in preparing Credit Proposals to ensure its quality, accuracy, and adherence to NBP's Credit Policy and guidelines and to submit and recommend lending proposals to the Divisional Head for onward submission to Group Chief • To keep abreast with all Regulatory Guidelines (including State Bank of Pakistan's Prudential Regulations) as well as internal NBP Requirements (including credit policies) • To ensure timely training of Officers/ Executives in the team to improve their professional capabilities and to provide them with necessary office equipment's to get their jobs done efficiently • 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

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.