

“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 – Trade Finance (AVP)
	Reporting to	Wing Head – Trade Finance South
	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 degree and / or relevant certification(s) would be preferred
	Experience	<ul style="list-style-type: none"> • Minimum 08 years of experience in the Banking industry and at least 05 years in Trade Finance Operation and / or client handling / dealing and / or customer service role
	Other Skills / Expertise / Knowledge Required	<ul style="list-style-type: none"> • Strong analytical and structuring skills • Excellent Relationship Management skills and Trade related expertise • Thorough understanding of the local regulations and ICC publications i.e. UCP, URC, URR, URDG, ISBP etc. • Sound understanding of trade finance products & services offered in Corporate & Investment Banking • Excellent Relationship Management skills and trade sales • 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	<p><u>Trade Sales & Services:</u></p> <ul style="list-style-type: none"> • To assist Wing Head - TS to achieve trade business goals in terms of trade volumes and revenues coordinating & supporting client coverage teams of CIBG / IDG of the assigned portfolio • To originate new business opportunities from existing and NTB clients within agreed risk parameters and ensure that existing facilities are utilized effectively • To collaborate with internal stakeholders, client coverage teams of CIBG / IDG, Trade Processing Centre FI & Compliance Teams etc. to ensure smooth flow of trade business • To ensure that the highest professional standards of customer service is provided to NBP’s customers to secure business from existing and NTB clients of CIBG / IDG • To implement & monitor sales activities and structuring of trade deals to effectively channel customer and sales team feedback to the Product Development Team <p><u>Business Development & Revenue Generation:</u></p> <ul style="list-style-type: none"> • To support growth of Trade volumes & revenues by deepening regional clients’ wallet share by offering new and existing trade products and ensure expected revenues are generated • To continuously engage regional clients on their utilization of NBP’s trade limits to generate trade volumes and revenue required to sustain the Bank’s trade franchise

	<ul style="list-style-type: none"> To be informed about existing and NTB clients' business strategies and the industries in which they are operating, market dynamics & current economic conditions. To keep abreast of traditional and new competitors' products & services offered to their clients To achieve the Key Performance Indicators (KPIs) assigned in terms of cross-selling trade finance products & services offered by the Bank To allocate & monitor annual Key Performance Indicators to teams under reporting & ensure achievement of the same <p>Other Responsibilities:</p> <ul style="list-style-type: none"> To keep abreast with all Regulatory Guidelines (including State Bank of Pakistan's Prudential Regulations) as well as internal NBP Requirements (including trade manual & policies) and ensure strict compliance 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.