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| **Position / Job Title** | **Relationship Manager – Trade Finance (OG-II / OG-I)** |
| **Reporting to** | Wing Head – Trade Finance (South) |
| **Academic / Professional Qualification** | * Minimum Graduation or equivalent from a local or international university / college / institute recognized by the HEC * Any diploma or certification in Banking will be an advantage |
| **Experience** | * Minimum 03 years in the Banking experience, out of which 02 years in the transaction banking, client facing, relationship management and services roles |
| **Other Skills / Expertise / Knowledge Required** | * Strong analytical and structuring skills * Sound understanding of products & services offered in Corporate & Investment Banking * Good understanding of regulatory requirements & frameworks will be an advantage * Excellent Relationship Management skills and Trade related expertise |
| **Outline of Main Duties / Responsibilities** | **Account Coverage Responsibilities:**   * To assist Unit Head - TS to achieve trade business goals in terms of trade volumes and revenues coordinating & supporting client coverage teams of CIBG 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, 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 * To implement & monitor sales activities and structuring of trade deals to effectively channel customer and sales team feedback to the Product Development Team   **Business Development & Revenue Generation Responsibilities:**   * 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 * 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 and 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 achieve annual Key Performance Indicators assigned * To perform any other assignment as assigned by the supervisor(s) |
| **Place of Posting** | Karachi |