

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

<b>01</b>	<b>Position / Job Title</b>	<b>Divisional Head – Cash Management (SVP / EVP)</b>
	<b>Reporting to</b>	Group Chief – CIBG
	<b>Educational / Professional Qualification</b>	<ul style="list-style-type: none"> <li>• Minimum Graduation or equivalent from a local or international university / college / institute recognized by the HEC</li> <li>• Candidates having a Master’s degree and / or relevant certification(s) would be preferred</li> </ul>
	<b>Experience</b>	<ul style="list-style-type: none"> <li>• Minimum 12 years of experience in the banking industry, out of which 08 years of experience in Corporate Banking and / or Cash Management role</li> <li>• Candidate having minimum 03 years of experience in a leadership role would be preferred</li> </ul>
	<b>Other Skills / Expertise / Knowledge Required</b>	<p>Strong analytical and financial skills</p> <ul style="list-style-type: none"> <li>• Sound understanding of products &amp; services offered in Corporate &amp; Investment Banking</li> <li>• Excellent relationship management &amp; leadership skills</li> <li>• Thorough understanding of the needs of local and regional corporate client base as well as SBP framework &amp; regulations</li> </ul>
	<b>Outline of Main Duties / Responsibilities</b>	<p><b>Account Coverage Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• To implement 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 &amp; maintained and the revenue generated</li> <li>• To establish new electronic and innovative methods in managing payments, collections, information management, account services, liquidity management and investment services for corporate and / or commercial clients through provision of cash management products</li> <li>• To collaboratively work / interact with internal business partners and stakeholders, including client coverage, risk mitigators and operations to drive sales acquisition, sales pipeline conversion and deal implementation</li> <li>• 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</li> <li>• To manage the development and implementation of sales and marketing strategies and structuring of mature cash management deals and to effectively channel customer and sales team feedback to the product development team</li> </ul> <p><b>Business Development &amp; Revenue Generation Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• To work in partnership with other business &amp; support functions of the Bank, including but not limited to asset &amp; liability products, Treasury Services, Market Sales (FX), Cash Management, and other lines of business, to develop, structure, market and execute client business and maximize returns to the Bank</li> <li>• To support business banking relationships for joint marketing calls and cross-sell / up-sell cash solutions to client; and conduct trainings to Relationship Managers in the area of solution selling to clients</li> <li>• To ensure completeness of the necessary documents for registration and set up for implementation of solutions and to provide feedback on any product requirements or any issues faced by product team</li> </ul>

		<ul style="list-style-type: none"> <li>• To achieve the Key Performance Indicators (KPIs) assigned in terms of asset book building, cross-selling, including FX, Trade Finance, and other products &amp; services offered by the Bank</li> <li>• To monitor risk effectively and keep abreast of market developments to ensure proactive or remedial actions are taken to maintain the desired level of risk in line with the Bank's overall policies &amp; procedures</li> <li>• To monitor the performance of the cash management division and prepare periodic reports on its overall performance, to ensure deviations are identified, reported in a timely manner, and that actions are adjusted to achieve set annual action plans</li> </ul> <p><b>Other Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• To review cash management proposals in order to ensure its quality, accuracy &amp; data integrity, and adherence to NBP's policy and guidelines and to submit &amp; recommend proposals to the Divisional Head - Cash Management Division for onward submission to concerned committees for approval</li> <li>• To keep abreast with all regulatory guidelines (including State Bank of Pakistan's Prudential Regulations) as well as internal NBP requirements (including credit policies) and ensure strict compliance</li> <li>• To maintain NBPs internal control standards, including timely implementation of internal and external audit points together with any issues raised by external regulators</li> <li>• To drive the identification of opportunities for continuous improvement of systems, processes and practices within the function; taking into account 'international best practices', improvement of business processes, cost reduction and productivity improvement</li> <li>• To perform any other assignment as assigned by the supervisor(s)</li> </ul>
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