

“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 **Inclusive Development**.

The individuals who fulfill the below basic-eligibility criteria may apply for the following position.

01	Position / Job Title	Head - Commercial Center (VP)
	Reporting to	National Business Head
	Educational / Professional Qualification	• Minimum Graduation or equivalent from a local or international university / College / Institute recognized by the HEC • Candidates having a Master’s degree from HEC recognized university / institution will be preferred
	Experience	• Minimum 10 years of banking experience, out of which at least 5 years as Team Leader / Unit Head / Regional Manager / Business Head in business lending, specifically in Commercial Financing and / or SME and / or Corporate Banking or in a similar role
	Other Skills / Expertise / Knowledge Required	• Sales management & strong interpersonal skills • Ability to lead a team • Ability to work under pressure • Geographical knowledge of the place of posting • Strong communication, presentation and decision making skills • Sound knowledge of banking and lending products • Proficient in MS Office suite (Word, PowerPoint & Excel) • In-depth knowledge of SBP Prudential Regulations and regulatory requirements related to Commercial & SME lending
	Outline of Main Duties / Responsibilities	• To lead and manage Commercial Center responsible for developing, maintaining, and growing a diversified lending portfolio. The role involves driving business growth, ensuring asset quality, overseeing credit and recovery functions, and providing leadership to a team of relationship managers and support staff while ensuring adherence to regulatory and bank policies • To develop and implement business strategies to grow quality assets in alignment with organizational goals • To lead the Commercial Center to achieve assigned business and profitability targets for funded and non-funded facilities • To conduct market analysis to identify new business opportunities and potential high value clients within the area • To recommend for the approval of credit exposure for ETBs / NTBs • To regularly review the financial health and performance of clients to identify potential risks and opportunities • To conduct periodic client visits and provide updates to the management on portfolio performance • To assist National Business Head & HOK team for effective and efficient processing of commercial loans • To supervise and guide a team of Relationship Managers to achieve individual and collective business goals • To provide coaching, mentoring and performance feedback to build team capability and ensure professional growth

	• To ensure credit facilities are approved within the risk appetite of the bank • To ensure adherence to internal credit policies, SBP regulations, and AML / KYC guidelines • To collaborate with internal stakeholders to provide seamless client service • To achieve financial and non-financial targets, including revenue, portfolio growth, and client satisfaction • To contribute to the bank's overall strategy by meeting Key Performance Indicators (KPIs) • To track early warning signals and initiate remedial measures for accounts showing stress • To actively monitor and manage classified and watch list portfolio to minimize credit losses • To engage with clients for restructuring, settlement or recovery of overdue exposure • To coordinate with recovery, SAMG and legal teams for resolution strategies, including negotiated settlements, rescheduling or legal action including transfer of relationship process of loss accounts to SAMG • To work closely with internal stakeholders such as Credit Risk, Operations, Treasury and recovery unit • To perform any other assignment as assigned by the supervisor(s)
Place of Posting	Hyderabad and Multan

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 test / interview.

National Bank of Pakistan is an equal opportunity employer and welcomes applications from all qualified individuals, regardless of gender, religion, or disability.