

“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	Regional Executive – Inclusive Development (VP)
	<b>Reporting to</b>	National Business Head
	<b>Educational / Professional Qualification</b>	<ul style="list-style-type: none"> <li>• Minimum Graduation or equivalent from a local or international university / college / institute recognize by the HEC</li> <li>• Candidates having a Master’s degree in Business Administration / Economics / Finance and / or any relevant professional qualification would be preferred</li> </ul>
	<b>Experience</b>	<ul style="list-style-type: none"> <li>• Minimum 10 years of banking experience, out of which at least 05 years in Agriculture / Commercial / SME lending or Credit Business</li> <li>• Candidates having working experience in handling Trade Business would be preferred</li> </ul>
	<b>Other Skills / Expertise / Knowledge Required</b>	<ul style="list-style-type: none"> <li>• Expertise in marketing and business mobilization</li> <li>• Expertise in providing high service quality, timely and effective processing of loan applications</li> <li>• In-depth knowledge of SBP Prudential Regulations and credit evaluation techniques</li> <li>• Excellent team management and team development skills</li> <li>• Excellent interpersonal and presentation skills</li> <li>• Proficient in MS Office suite (Excel, Word, PowerPoint)</li> </ul>
	<b>Outline of Main Duties / Responsibilities</b>	<ul style="list-style-type: none"> <li>• To identify business prospects / opportunities of area under jurisdiction and provide a comprehensive strategy each year to concerned stakeholders to achieve annual business targets of the region</li> <li>• To ensure a healthy and profitable inflow of new business and retention of existing clientele to meet annual business targets and cross-sell other products by providing specialized training to regional teams</li> <li>• To market, structure and jointly approve credit proposals under various financial products along with Regional Executive – Credit, or recommend the same for approval of higher authorities (cases falling beyond their authority)</li> <li>• To conduct periodic review of actual positions with regards to targets of regional business teams and discuss the way forward in case of major disparities</li> <li>• To coordinate with cross-functional groups and branch managers for marketing, processing and maintenance of business portfolio</li> <li>• To execute remedial measures for NPL portfolio and maintain quality of the credit portfolio in-line with the SBP Prudential Regulations, Bank’s policy and risk parameters</li> <li>• To ensure that the highest standards of services are maintained while dealing with existing and potential clients, ensuring all processes are completed within the specified TAT</li> <li>• To ensure that advances proposals are prepared in compliance with all applicable policies, procedures and regulatory requirements</li> <li>• To coordinate with CAD for smooth disbursement and credit operations</li> <li>• To conduct weekly / fortnightly visit(s) for mobilization of business</li> <li>• To monitor turnover in accounts and visit pledge sites with supervisor(s) of the concerned departments</li> </ul>

	<ul style="list-style-type: none"> <li>• To initiate and recommend filing of suits for recovery of finance jointly with Regional Executive – Credit (as per Bank’s policy) in case all avenues of regularization are exhausted as per Recovery Policy</li> <li>• To report and monitor portfolios by reviewing various types of MISs generated by regional business team</li> <li>• To establish adequate controls to ensure compliance with Bank’s policies, procedures &amp; regulatory requirements such as; ensure prompt rectification of business related objections / findings and implement measures to minimize and curtail recurrence</li> <li>• To identify and propose opportunities for promotional campaigns, services, distribution channels and collaborations / partnerships with other institutions to enhance business</li> <li>• To ensure qualified, experienced and trained resources are in place and all staff members operate as a team, support each other’s business efforts and contribute for achieving targets</li> <li>• To supervise, guide and evaluate performance of direct reports through regular performance review meetings / feedback</li> <li>• To ensure all SOPs are followed as per policies and procedure of the Bank</li> <li>• To perform any other assignment as assigned by the supervisor(s)</li> </ul>
<b>Place of Posting</b>	Swat
<b>Assessment Interview(s)</b>	Only shortlisted candidates strictly meeting the above-mentioned basic eligibility criteria will be invited for panel interview(s).
<b>Employment Type</b>	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](http://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.**