

“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>	NBH Southern Punjab & NBH Northern Punjab
	<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 of Pakistan</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 08 years of banking experience, out of which at least 05 years in SME and / or Commercial lending and / or Agriculture or Credit Business</li> <li>• Candidate having regional - level experience in SME and / or Commercial Banking within a large commercial bank with exposure to Trade Business will be preferred</li> </ul>
	<b>Other Skills / Expertise / Knowledge Required</b>	<ul style="list-style-type: none"> <li>• Well versed with local market dynamics of the region</li> <li>• Knowledge of SME and Commercial financing products, SBP Prudential Regulations and credit evaluation techniques</li> <li>• Strong leadership and team management skills</li> <li>• Excellent interpersonal and presentation skills</li> <li>• Self-motivated with proactive approach towards target achievement</li> <li>• Additionally, knowledge of Agriculture financing will be preferred</li> <li>• Strong expertise in marketing, business mobilization and efficient loan processing with high service quality</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 lead and manage Regional Managers, Relationship Managers and Agriculture Finance Officers within the Region to sustainable business growth and overall performance</li> <li>• To develop and execute comprehensive annual business strategies for the Region by identifying business prospects and market opportunities to achieve Agriculture, SME and Commercial financing targets while ensuring controlled risk and profitability</li> <li>• To ensure a healthy and profitable inflow of new business, retention of existing clientele and cross-selling of products through structured planning, specialized training and performance management of regional teams</li> <li>• To supervise the development and execution of regional sales strategies and conduct periodic performance review meetings to monitor target achievement and determine corrective measures where required</li> <li>• To coordinate closely with cross-functional teams, branch managers, Regional Executive - Credit, CAD and other stakeholders for marketing, structuring, processing, approval, disbursement and maintenance of the advances portfolio while improving Turn-Around-Time (TAT) and customer experience</li> <li>• To market, structure and jointly approve credit proposals within delegated authority as per the Credit Approval Authority Booklet (CAAB), and recommend cases beyond authority to higher competent forums</li> <li>• To conduct regular client visits for business mobilization, portfolio monitoring, turnover review and pledge / site inspections to ensure quality and compliance</li> </ul>

	<ul style="list-style-type: none"> <li>• To maintain asset quality through disciplined target achievement, proactive monitoring of accounts, execution of remedial measures for NPLs and initiation / recommendation of recovery proceedings in line with Bank policy and SBP Prudential Regulations</li> <li>• To ensure that all advances' proposals, processes and operations comply with internal policies, SOPs, regulatory requirements and defined TATs while maintaining the highest standards of service for existing and potential clients</li> <li>• To review and monitor regional portfolios through MIS oversight and establish adequate controls to address audit observations and prevent recurrence of issues</li> <li>• To identify and propose promotional campaigns, service enhancements, strategic partnerships and distribution channel improvements to strengthen regional market presence</li> <li>• To ensure qualified, experienced and well-trained resources are in place, supervise, guide, and evaluate direct reports through regular performance reviews and drive KPI governance, succession planning and team development for sustained business and talent growth</li> <li>• To provide strategic input to the National Business Head regarding product development, customer requirements, performance gaps, and new initiatives to enhance service delivery</li> <li>• To perform any other assignment as assigned by the supervisor(s)</li> </ul>
<b>Place of Posting</b>	D.G Khan and Sialkot

<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.**