

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

01	Position / Job Title	Relationship Manager – Corporate Banking (OG-II / OG-I)
	Reporting to	Unit Head – Corporate Banking
	Educational / Professional Qualification	<ul style="list-style-type: none"> • Minimum Graduation or equivalent from a local or international university / college / institute recognized by the HEC • Candidates having a Master’s degree and / or relevant certification(s) / professional qualification i.e. ACCA, CFA would be preferred
	Experience	<ul style="list-style-type: none"> • Minimum 02 years of experience in the Banking / Financial sector, out of which at-least 01 year in Relationship Management in Corporate and / or Investment Banking and / or Credit / Risk having sound knowledge of Finance, Accounting & Analytics
	Other Skills / Expertise / Knowledge Required	<ul style="list-style-type: none"> • Strong analytical and structuring skills • Sound understanding of products and services offered in Corporate & Investment Banking • Excellent Relationship Management skills and credit related expertise • Thorough understanding of the needs of local and regional corporate client base as well as regulatory regime will be an advantage • Proficiency in Windows and MS Office (Word, Excel, Power Point etc.)
	Outline of Main Duties / Responsibilities	<ul style="list-style-type: none"> • To assist Unit Head in implementing 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 and maintained as well as the revenue generated • To manage corporate banking relationships with existing and potential clients with a view to grow further business while protecting the Bank’s asset quality and position • To assess customers’ wallets and cross-sell opportunities, and develop plans to increase shares of wallet • To proactively monitor growth of the assigned portfolio and monitor profitability of individual accounts by collating, analyzing and interpreting information from various sources • To collaborate with internal business, product partners and stakeholders, including client coverage and risk mitigators to stay up to date on client relationships and maintain constant communication with internal partners to provide seamless service to clients • To achieve the Key Performance Indicators (KPIs) assigned in terms of asset book building, cross-selling, including FX, Trade Finance, and other products & services offered by the Bank • To prepare credit proposals ensuring quality, accuracy, data integrity and adherence to the Bank’s policies and guidelines and to submit and recommend business proposals through the process chain for necessary approvals • To keep abreast with all regulatory guidelines (including, but not limited to State Bank of Pakistan’s Prudential Regulations) as well as internal requirements of the Bank (including credit policies) and ensure strict compliance • To prepare routine business call reports, facility letters, sanction advices and other internal and external correspondences in line with the Bank’s policies and guidelines as and when required

		<ul style="list-style-type: none"> • To maintain NBPs internal control standards, including timely implementation of internal and external audit points together with any issues raised by external regulators • 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 • To perform any other assignment as assigned by the supervisor(s)
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