

“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 **Corporate & Investment Banking** based at **Karachi**.

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

<b>03</b>	<b>Position / Job Title</b>	<b>Relationship Manager – Trade Finance (OG-II / OG-I)</b>
	<b>Reporting to</b>	Wing Head – Trade Finance South
	<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 Master’s degrees and / or relevant certification(s) would be preferred</li> </ul>
	<b>Experience</b>	<ul style="list-style-type: none"> <li>• Minimum 03 years of experience in the Banking industry, out of which 2 years in client facing and / or trade finance and / or relationship management and / or relevant field</li> </ul>
	<b>Other Skills / Expertise / Knowledge Required</b>	<ul style="list-style-type: none"> <li>• Sound understanding of Trade products &amp; services offered in Corporate Banking</li> <li>• Thorough understanding of the local regulations and ICC publications i.e. UCP, URC, URR, URDG, ISBP etc.</li> <li>• Excellent Relationship Management skills and Trade related expertise</li> <li>• Strong analytical and structuring skills</li> <li>• Sound understanding of products &amp; services offered in Corporate &amp; Investment Banking</li> <li>• Good understanding of regulatory requirements &amp; frameworks will be an advantage</li> <li>• Excellent Relationship Management skills and Trade related expertise</li> </ul>
	<b>Outline of Main Duties / Responsibilities</b>	<p><b><u>Account Coverage Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• To assist Unit Head - TS to achieve trade business goals in terms of trade volumes and revenues coordinating &amp; supporting client coverage teams of CIBG of the assigned portfolio</li> <li>• To originate new business opportunities from existing and NTB clients within agreed risk parameters and ensure that existing facilities are utilized effectively</li> <li>• To collaborate with internal stakeholders, client coverage teams of CIBG, Trade Processing Centre FI &amp; Compliance Teams etc. to ensure smooth flow of trade business</li> <li>• To ensure that the highest professional standards of customer service is provided to NBP’s customers to secure business from existing and NTB clients of CIBG</li> <li>• To implement &amp; monitor sales activities and structuring of trade deals to effectively channel customer and sales team feedback to the Product Development Team</li> </ul> <p><b><u>Business Development &amp; Revenue Generation Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• To support growth of Trade volumes &amp; revenues by deepening regional clients’ wallet share by offering new and existing trade products and ensure expected revenues are generated</li> <li>• To continuously engage regional clients on their utilization of NBP’s trade limits to generate trade volumes and revenue required to sustain the Bank’s trade franchise</li> </ul>

	<ul style="list-style-type: none"> <li>• To be informed about existing and NTB clients' business strategies and the industries in which they are operating, market dynamics &amp; current economic conditions. To keep abreast of traditional and new competitors' products &amp; services offered to their clients</li> <li>• To achieve the Key Performance Indicators (KPIs) assigned in terms of cross-selling trade finance products &amp; services offered by the Bank</li> <li>• To achieve annual Key Performance Indicators assigned</li> <li>• To perform any other assignment as assigned by the supervisor(s)</li> </ul>
--	--

<b>Assessment Test / Interview(s)</b>	Only shortlisted candidates strictly meeting the above-mentioned basic eligibility criteria will be invited for test and / or 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 test / interview.

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