"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(s) in the area of **Aitemaad Islamic Banking.**

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

01	**Position / Job Title**	**Relationship Manager - Auto (OG-II)**
	Reporting to	Branch Manager
	Educational / Professional Qualification	• Minimum Graduation or equivalent from a local or international university / college / institute recognized by the HEC of Pakistan • Candidates having Commerce Graduation / Islamic Banking qualification / degree or diploma will be preferred
	Experience	• Minimum 02 years of Banking experience, out of which 01 year in sales • Candidates having experience in Asset sales would be preferred
	Other Skills / Expertise / Knowledge	• People management skills • Knowledge of banking products, policies and procedures • Strong communication skills • Proficiency MS Office & databases • Sound knowledge of Islamic banking • Selling Skills and Good Interpersonal skills • Ability to manage multiple tasks, organize priorities and meet targets
	Outline of Main Duties / Responsibilities	• To meet or exceed monthly / quarterly / yearly sales targets of Auto Financing • To plan and execute daily customer visits, both for new and existing customers to achieve the assigned targets • To acquire a thorough knowledge of banking products and competitive analysis to enable successful sales pitch • To facilitate other cluster branches for lead generation and sales target • To take part in periodic Mass Customer Contact Drives / Market Storming activities or other similar propositions • To resolve any queries / issues the customer is facing in an amicable & efficient manner • To ensure completion of all mandatory / regulatory requirements with respect to account opening / product sales / customer profiling and preliminary credit assessment • To coordinate with Credit, Operations, Legal and Risk units for timely processing • To maintain pipeline management and portfolio MIS • To identify cross-selling opportunities for deposits, banca Takaful and digital products • To ensure all Audit requirements and observations are addressed (both internal and external) and implement measures to minimize and curtail recurrence • To maintain all related files / documentation and ensure comprehensive records maintenance with respect to portfolio • To ensure all processes are being followed and completed within the specified TAT • To ensure compliance of Banking Laws, Regulations, Banking instructions and SOPs including Shariah Compliance in all jobs and tasks • To perform any other assignment as assigned by the supervisors (s)
	Place of Posting	Islamabad, Karachi, Lahore and Rawalpindi

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