“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.**

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

01	**Position / Job Title**	**Relationship Manager – Cash Management (Sales) (OG - II / OG - I)**
	Reporting to	Unit Head – Cash Management
	Educational / Professional Qualification	• Minimum Graduation or equivalent from a local or international university / college / institute recognized by the HEC of Pakistan • Candidates having a Master’s degree and / or relevant certification(s) would be preferred
	Experience	• Minimum 02 years of experience in the Banking Industry and / or Financial Sector, out of which 01 year of experience in Cash Management (Sales) and / or Corporate and / or Investment Banking
	Other Skills / Expertise / Knowledge Required	• Strong analytical skills • Proficient in Excel, Word & PowerPoint
	Outline of Main Duties / Responsibilities	**Account Coverage Responsibilities:** • To assist Unit Head - CMD to implement 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 Cash Management portfolio assigned to maximize revenues and meet established business targets, while protecting the Bank’s position. To assess customers’ wallet and future opportunities, and develop plans to increase share of wallet • To proactively monitor the 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 partners and stakeholders, including client coverage and risk mitigator, to stay up to date on client relationships and maintain fluid communication with internal partners to provide seamless service to clients • To provide client feedback and input to product managers for ideas regarding new product development, enhancements and modifications requested or of interest to the market, based on actual client feedback or competitor intelligence • To ensure that the highest professional standards of customer service are provided to NBP’s customers with an end to secure both new business and to deepen the existing business relationships **Business Development & Revenue Generation Responsibilities:** • To work in partnership with Corporate Banking Relationship team, Trade Operations Division, Financial Institutions, Trade Processing Centers, Trade generating branches, Regulatory Compliance Division to develop, structure, market and execute client business and maximize returns to the Bank • To ensure completeness of the necessary documents for registration and set up for implementation of solutions and to provide feedback on any product requirements or any issues faced by the product team

		• 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 respond to client requests (direct or through Solution Delivery team) to obtain information necessary to track and implement client solutions seamlessly and / or to follow-up with client upon delivery of solutions to ensure that needs are being met • To monitor risk effectively and keep abreast of market developments to ensure proactive or remedial actions are taken to maintain the desired level of credit risk in line with the Bank's overall Policies & Procedures • To perform any other assignment as assigned by the supervisor(s)
	Place of Posting	Faisalabad, Islamabad, Karachi, Peshawar

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.