"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 – Corporate Banking (OG-II / OG-I)**
	Reporting to	Wing Head – Corporate Banking
	Educational / Professional Qualification	• Minimum Graduation or equivalent from a local or international university / college / institute recognized by HEC of Pakistan • Candidates having a Master's degree and / or relevant certification(s) would be preferred
	Experience	• Minimum 02 years of experience in Banking Industry, out of which 01 year of experience in Corporate Credit and / or Corporate Lending
	Other Skills / Expertise / Knowledge	• Strong write up skills and Financial Analysis skills • Sound understanding of SBP Commercial / Corporate Borrower Regulations and credit products for large Borrowers • Strong capability in preparing credit memos and managing client engagements • MS Office Proficient, analytical mindset, ownership and ability to work under pressure
	Outline of Main Duties / Responsibilities	• To identify, originate and onboard new corporate clients in line with the Bank's risk appetite and growth strategy, including screening of prospects as per approved target market policies • To manage end to end client relationships i.e, from pitch preparation and facility structuring to disbursement, portfolio monitoring and ongoing client servicing • To prepare timely and comprehensive credit proposals, including assessment of industry dynamics, client strengths / weaknesses and ensure proper documentation and housekeeping of assigned accounts • To work closely with the Unit Head to identify top tier prospects within assigned segments, analyze their competitive positioning, and position the Bank as the preferred financial partner • To proactively manage and monitor the Bank's exposure across assigned accounts, ensuring facilities are appropriately structured, classified, and controlled in line with the credit processes • To drive the revenue growth by cross selling trade finance, cash management, treasury / FX, and other banking solutions, in collaboration with Product Teams (Treasury, Transaction Banking, Trade and Investment Banking) and achieve assigned business targets • To support the team in maximizing revenues from both new and existing clients through effective relationship management and product penetration • To perform any other assignment as assigned by the supervisor(s)
	Place of Posting	Islamabad & Lahore
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.