"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 **Retail Banking.**

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

| **01** | **Position / Job Title** | **Relationship Manager - Employee Banking (OG-II)** |
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| | **Reporting to** | Team Leader |
| | **Educational / Professional Qualification** | • Minimum Graduation or equivalent from a local or international university / college / Institute recognized by the HEC of Pakistan |
| | **Experience** | • Minimum 02 years of sales experience in Employee Banking and / or Transactional Banking |
| | **Other Skills / Expertise / Knowledge** | • Sales management and good interpersonal skills<br>• Geographical knowledge of the place of posting<br>• Knowledge of banking and products<br>• Strong verbal and written communication skills<br>• Proficiency in Windows, MS Office and Databases<br>• Sound understanding of liability products, wealth management and retail banking products.<br>• Ability to work under pressure and manage high-value customer portfolios |
| | **Outline of Main Duties / Responsibilities** | • To achieve assigned monthly, quarterly, and annual Employee Banking sales targets<br>• To identify and onboard new corporate relationships and payroll arrangements to achieve assigned Employee Banking business targets<br>• To conduct regular customer visits to generate NTB Employee Banking business<br>• To ensure employee onboarding processes swiftly<br>• To increase employee penetration across onboarded corporate & institutional relationships through regular engagement, sales activities and product awareness sessions<br>• To handle Employee Banking portfolio by ensuring growth in accounts, deposits and cross-selling of banking products<br>• To maintain regular coordination and engagement with internal & external stakeholders<br>• To improve portfolio retention by building long-term customer relationships and reducing customer attrition through proactive follow-ups and customer services<br>• To managing onsite bulk account opening activities for swift execution<br>• To maintain all files / documentation and ensure comprehensive records maintenance related to daily business operations<br>• To ensure compliance of Banking Laws, instructions, regulations and procedures<br>• To ensure Audit requirements and observations related to business are addressed (both internal and external) and implement measures to minimize and curtail recurrence. Also ensure that shariah compliant environment is maintained at Islamic Banking windows within the Region<br>• To ensure all processes are completed within the specified TAT |

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| | | • To ensure all SOPs are followed as per policies and procedure of the Bank<br>• To perform any other assignment as assigned by supervisor(s) |
| | **Place of Posting** | Gujranwala, Peshawar, Gujrat, Sialkot and Rawalpindi |

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| **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.**