

“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	Senior Relationship Manager (OG - II)
	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 financial institutions • Candidates with banking sales experience in deposit mobilization will be given preference
	Other Skills / Expertise / Knowledge Required	• Sales management and good interpersonal skills • Ability to work in field-based sales environment with frequent market visit • Target-oriented, self-motivated, and performance driven mindset • Geographical knowledge of the place of posting • Knowledge of banking and products • Strong oral and written communication skills with proficiency in Windows & MS Office
	Outline of Main Duties / Responsibilities	• To achieve assigned monthly, quarterly, and annual sales targets in account opening, deposit growth and consumer financing (Conventional & Islamic Banking) • To achieve cross sell targets of bank products i.e. consumer assets & insurance products as assigned (Conventional & Islamic Banking) • To conduct daily customer / market visits, both for new to bank and existing customers as assigned (Conventional & Islamic Banking) • To manage and grow the customer portfolio by strengthening existing relationships and acquiring quality new to bank customers through market visits, referrals, networking, and other business development activities, with pipeline development supporting achievement of deposit and consumer asset targets • To leverage prior experience with diverse customer profiles to offer suitable liability solutions • To manage liability portfolio by understanding customer behavior, balance trends and business cycles while proactively identifying attrition risks and offering suitable solutions to retain and grow customer relationships • To conduct competitive analysis on regular basis in order to have sound knowledge on competitors’ product offerings • To maintain high service quality standards while interacting with the customers for business retention (Conventional & Islamic Banking) • To resolve customer queries / issues in amicable, efficient and resourceful manner (Conventional & Islamic Banking) • To ensure Tail Management by activation of dormant account, Digital App, ATM and deepening of Tail accounts (Conventional & Islamic Banking) • To take part in periodic mass Customer Contact Drives / Market Storming activities or other similar propositions • To maintain various MIS / business reports related to portfolio, as per the requirements of management

		• To ensure compliance with Banking Laws, instructions, regulations and procedures • 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 • To ensure all processes are completed within the specified TAT • To ensure all SOPs are followed as per policies and procedure of the Bank • To perform any other assignment as assigned by the supervisor(s)
	Place of Posting	Karachi, Hyderabad, Badin, Thatta, Qambar Shahdadt, Shikarpur, Larkana, Jacobabad, Dadu, Mirpur Khas, Shaheed Benazirabad (Nawabshah), Tharparkar, Khairpur Mirs, Sukkur, Naushehro Feroze, Ghotki
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.