

“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	Senior Relationship Manager - Corporate Banking (OG-I / AVP)
	<b>Reporting to</b>	Unit Head - Corporate Banking
	<b>Educational / Professional Qualification</b>	<ul style="list-style-type: none"> <li>• Minimum Graduation or equivalent from a local or international university / college / institute recognized by the HEC of Pakistan</li> <li>• Candidates having a Master’s degree and / or relevant certification(s) would be preferred</li> </ul>
	<b>Experience</b>	<ul style="list-style-type: none"> <li>• Minimum 04 years of experience in the Banking Industry, out of which at-least 02 years of experience in Relationship Management in Corporate and / or Commercial and / or Risk Management and / or Investment Banking</li> </ul>
	<b>Other Skills / Expertise / Knowledge Required</b>	<ul style="list-style-type: none"> <li>• Strong analytical and structuring skills</li> <li>• Sound understanding of products &amp; services offered in Corporate &amp; Investment Banking</li> <li>• Excellent relationship management skills and credit related expertise</li> <li>• Thorough understanding of the needs of local and regional corporate client base as well as regulatory regime will be an advantage</li> </ul>
	<b>Outline of Main Duties / Responsibilities</b>	<ul style="list-style-type: none"> <li>• To assist Unit Head - Corporate Banking in implementing the business strategy, responsible for client / business origination and coverage, as well as achieving sales / business targets, in terms of the number of clients acquired and maintained as well as the revenue generated</li> <li>• To manage both clients &amp; other relationship managers, including monitoring, guiding or leading them for setting performance goals and ensuring service standards</li> <li>• To manage corporate banking relationships with existing and potential clients with a view to grow further business while protecting the Bank’s asset quality and position</li> <li>• To assess customers’ wallets and cross-sell opportunities, and develop plans to increase shares of wallet</li> <li>• To proactively monitor the growth of the assigned portfolio and monitor profitability of individual accounts by collating, analyzing and interpreting information from various sources</li> <li>• To collaborate with internal business &amp; product partners and stakeholders, including client coverage and risk mitigators to stay up-to-date on client relationships and maintain constant communication with internal partners to provide seamless service to clients</li> <li>• To achieve the Key Performance Indicators (KPIs) assigned in terms of asset book building, cross-selling, including FX, Trade Finance, and other products &amp; services offered by the Bank</li> <li>• To prepare credit proposals ensuring quality, accuracy, data integrity and adherence to the Bank’s policies and guidelines and to submit and recommend business proposals through the process chain for necessary approvals</li> </ul>

	<ul style="list-style-type: none"> <li>• To keep abreast with all regulatory guidelines (including, but not limited to, State Bank of Pakistan's Prudential Regulations) as well as internal requirements of the Bank (including credit policies) and ensure strict compliance</li> <li>• To prepare routine business call reports, facility letters, sanction advices and other internal and external correspondences in line with the Bank's policies and guidelines, as and when required</li> <li>• To maintain NBP's internal control standards, including timely implementation of internal and external audit points together with any issues raised by external regulators</li> <li>• To drive the identification of opportunities for continuous improvement of systems, processes and practices within the function considering the best international practices, improvement of business processes, cost reduction and productivity improvement</li> <li>• To perform any other responsibility as assigned by the supervisor(s)</li> </ul>
<b>Place of Posting</b>	Islamabad, Multan
<b>Assessment Test / Interview(s)</b>	Only shortlisted candidates strictly meeting the above-mentioned basic eligibility criteria will be invited for test and / or panel interview(s).
<b>Employment Type</b>	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](http://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.**