

“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:

03	Position / Job Title	Unit Head – Cash Management (AVP / VP)
	Reporting to	Wing Head – Cash Management Sales (Central)
	Educational / Professional Qualification	• Minimum Graduation or equivalent from a local or international university / college / institute recognized by the HEC • Candidates having a Master’s degree and / or relevant certification(s) would be preferred
	Experience	• Minimum 06 years of experience in the banking industry, out of which 04 years of experience in Relationship Management and / or Cash Management Services
	Other Skills / Expertise / Knowledge Required	• Strong analytical skills • Proficient in Excel, Word and PowerPoint
	Outline of Main Duties / Responsibilities	Account Coverage Responsibilities: • To assist Wing 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 identify and close cash management opportunities with existing CIBG / other NBP clients and work in close coordination with internal business partners and stakeholders, including client coverage, product development and solution delivery to promote new customer relationship development. This will be achieved through maintaining extensive knowledge of available products, services, fees, operational procedures, and processing deadlines as they relate to the impact on customer transaction posting • To assess customer needs and recommend appropriate accounts, services, and strategies to drive sales acquisition, sales pipeline conversion and deal implementation • To ensure that the highest professional standards of customer service is provided to NBP’s customers with an end to secure both new business and to deepen the existing business relationships • To manage the development and implementation of sales and marketing strategies and structuring of mature Cash Management deals and to effectively channel customer and sales team feedback to the product and solution delivery managers Business Development & Revenue Generation Responsibilities: • To work closely with Relationship Managers in attaining optimized service charges, deposits and non-interest income goals through strategic pricing proposals that deliver value to the clients • To facilitate Wing Head and Divisional Head - CMD in constant product innovation by updating processes and procedures to enhance the customer experience

		• 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 monitor risk effectively and keep abreast of market developments to ensure proactive or remedial actions are taken to maintain the desired level of risk in line with the Bank's overall policies & procedures • To monitor the performance of the cash management business unit and prepare periodic reports on its overall performance to ensure deviations are identified, reported in a timely manner, and that actions are adjusted to achieve set annual action plans • To perform any other assignment as assigned by the supervisor(s)
	Place of posting	Lahore
Assessment Interview(s)	Only shortlisted candidates strictly meeting the above-mentioned basic eligibility criteria will be invited for 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 interview.

National Bank of Pakistan is an equal opportunity employer and welcomes applications from all qualified individuals, regardless of gender, religion, or disability.