

“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** based at **Karachi**.

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

<b>01</b>	<b>Position / Job Title</b>	<b>Wing Head – Agency and Trustee (VP / SVP)</b>
	<b>Reporting to</b>	Divisional Head – Investment Banking Division
	<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</li> <li>• Candidates having Master’s Degree and / or relevant certification(s) would be preferred</li> </ul>
	<b>Experience</b>	<ul style="list-style-type: none"> <li>• Minimum 08 years of experience in the Banking industry out of which 05 years in Corporate and / or Investment Banking Agency &amp; Trustee role</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 &amp; regional corporate client base as well as regulatory regime will be an advantage</li> <li>• General understanding of statutory framework and procedures as outlined in, amongst others, the Companies Act, FE Manual, Power Policies, debt securitization rules and Prudential Regulations</li> </ul>
	<b>Outline of Main Duties / Responsibilities</b>	<p><b><u>Account Coverage Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• To supervise, monitor, perform and guide Agency and Trustee team on the best practice and procedures to handle day to day responsibilities and assuring accurate record keeping and execution of all transaction activities including but not limited to prepare and deliver client presentations, run client meetings and calls, participate in due diligence, design restructuring strategies and participate in negotiations</li> <li>• To market and sources new agency business and further to implement and assist the closure of business transactions, via identification of any structural deficiencies for completion of transaction execution. When necessary, also responsible for driving the debt financing process surrounding an acquisition, including working closely with teams of the debt and equity capital markets and facilitating / liaising with any other function (internally and externally) for pre and post transaction closure activities</li> <li>• To be fully versed in all relevant valuation methodologies, including a understanding of operational modeling of businesses (revenue, cost and balance sheet modeling based on commercial due diligence insights), discounted cash flow analysis, comparable company analysis, precedent transaction analysis, merger modeling, and leveraged buyout analysis, among others</li> <li>• To ensure that the highest professional standards of customer service is provided to NBP’s customers and partners with an end to secure both new business and to deepen the existing business relationships</li> <li>• To review of approvals related to the SBP or any other regulations</li> <li>• To initiate and monitor of approvals related to NOC’s account related matters rules as disbursements, investments, de-pledging &amp; dividend related matters</li> </ul>

	<ul style="list-style-type: none"> <li>• To engage and coordinate with all stakeholders / partners in the transaction chain and provide input on project related documents including but not limited to the draft agreements. any supplementary and any other document related to Agency &amp; Trustee Wing function</li> <li>• To coordinate and supervise the timely delivery of all relevant reports, responses and data</li> <li>• To manage, guide and supervise the agency &amp; trustee wing team members.</li> </ul> <p><b><u>Business Development &amp; Revenue Generation Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• To create hub for entire participants of the project such as client, legal advisors, technical advisors, Insurance Advisors, regulator or any the participant of the project who is directly or indirectly involved with project</li> <li>• Responsible to earn Annual nonrefundable fee till the expiry of the loan against the services such as Agency &amp; Trustee roles</li> <li>• To provide input and comments on transaction / deal related documents and agreements, including but not related to Inter-creditor agreements and Trustee documents and any other documents which may be required by and/or to perform agency and trustee function</li> <li>• Timely recovery of fees, debt installment and any other fee related to the transaction</li> <li>• To work in partnership with other business &amp; support functions of the bank including but not limited to Corporate Banking Units / RCCs, Corporate Branches, Asset &amp; Liability products, Treasury Services, Markets Sales (FX), Transaction Banking Services including Trade Finance &amp; Cash Management, and other lines of business, to develop, structure, market and execute client business and maximize returns to the Bank</li> </ul> <p><b><u>Other Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• To review credit proposals / memos, from the agency &amp; trustee prospective, in order to ensure its quality, accuracy &amp; data integrity, and adherence to NBP's policy guidelines, issued from time to time, and to submit and recommend requisite proposals to the supervisor for onward submission to concerned committees for approval</li> <li>• To keep abreast with all Regulatory Guidelines (including State Bank of Pakistan's Prudential Regulations) as well as internal NBP Requirements (including credit policies) and ensure strict compliance</li> <li>• To perform any other responsibility as given by the supervisor(s)</li> </ul>
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<b>Assessment Interview(s)</b>	Only shortlisted candidates strictly meeting the above-mentioned basic eligibility criteria will be invited for 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 interview.

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