

“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 **Inclusive Development** based at **Karachi**.

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

01	Position / Job Title	Wing Head - SME Financing & Collection Wing (VP / SVP)
	Reporting to	Divisional Head - SME
	Educational / Professional Qualification	<ul style="list-style-type: none"> • Minimum Graduation or equivalent from a local or International university / College / Institute recognized by the HEC of Pakistan • Candidates having a Master’s degree in Business and / or any other professional certifications such as AIBP, JAIBP will be preferred
	Experience	<ul style="list-style-type: none"> • Minimum 10 years of banking experience, out of which at least 06 years in the similar role in SME lending with a commercial bank
	Other Skills / Expertise / Knowledge Required	<ul style="list-style-type: none"> • Strong understanding of SME / Commercial Financing, Trade Finance, Banking Regulation and Market Dynamics • Ability to lead a team • Ability to manage multiple tasks, organize priorities and meet targets • Proficient in MS Office Suite (Outlook, Excel, Word, Power Point)
	Outline of Main Duties / Responsibilities	<ul style="list-style-type: none"> • To lead SME Wing operations and manage the financing portfolio through effective supervision of Unit Heads. Oversee the end-to-end SME Financing portfolio including general financing, seasonal financing and specialized schemes • To guide formulation, execution, and monitoring of SME business plans to achieve approved targets and portfolio objectives. Set growth targets, sectoral focus, and portfolio mix for SME Financing • To ensure timely processing and approval of SME credit proposals at Head Office in coordination with Unit Heads and CRMG. Manage TAT of credit proposals and keep track of proposals in pipeline at regional offices and Head Office • To oversee the SME Financing portfolio, including working capital, trade-related, and general -purpose financing, ensuring balanced growth and strong asset quality • To monitor market developments, regulatory changes, and peer bank practices to ensure competitiveness, sustainability, and risk-aligned growth of the SME Wing • To support policy review, dissemination of procedures, capacity building of field staff, and overall team performance management, including appraisal and turnaround time monitoring • To perform any other assignment as assigned by the supervisor(s)

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.