

“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 **Digital Banking** based in **Karachi**.

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

01	Position / Job Title	Wing Head – Digital Proximity Acquiring (VP / SVP)
	Reporting to	Divisional Head – Digital Wallet, Acquiring and Government Business
	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 Bachelor’s / Master’s degree (recognized by the HEC) in Computer Science and / or Data Science and / or Information Technology and / or Business Administration or relevant field would be preferred
	Experience	<ul style="list-style-type: none"> • Minimum 08 years of experience in Banking and / or Information Technology and / or E-commerce and / or Fintech, out of which minimum 01 year in leading / managing Merchant Acquiring and / or POS and / or QR Business and / or Raast P2M Acquiring and / or Payment Acceptance products and solutions
	Other Skills / Expertise / Knowledge Required	<ul style="list-style-type: none"> • Strong understanding of Merchant Acquiring Landscape specially POS acquiring or online acquiring or and digital payment ecosystems • Strategic leadership and vision development for proximity payment solutions • Raast P2M acquiring and digital payment infrastructure • Partnership management and ecosystem development • Regulatory compliance knowledge • Risk management and fraud prevention in payment systems • Cross-functional leadership and stakeholder management • Presentation skills and executive communication • Communication at all levels
	Outline of Main Duties / Responsibilities	<p>Strategic Leadership & Vision</p> <ul style="list-style-type: none"> • To lead comprehensive strategy for merchant acquiring through QR codes, NFC, POS, Raast P2M, and other proximity-based payment solutions • To define long-term vision and roadmap for digital proximity acquiring business • To drive digital transformation initiatives in merchant payment acceptance • To develop competitive positioning strategies in the proximity payment market <p>Stakeholder Management & Communication</p> <ul style="list-style-type: none"> • To manage communication at all levels in representing Digital Proximity Wing • To present strategic initiatives and business performance to senior management and board • To lead external stakeholder relationships with regulators, industry bodies, and key partners • To represent the organization in industry forums and payment ecosystem discussions <p>Business Development & Merchant Strategy</p> <ul style="list-style-type: none"> • To develop and execute comprehensive merchant onboarding strategies, focusing on SME, retail, corporate and high-volume merchants • To drive market expansion across different merchant segments and industries • To establish go-to-market strategies for new proximity payment products and services • To oversee merchant acquisition targets and revenue growth objectives

		<p>Compliance & Risk Management</p> <ul style="list-style-type: none"> • To ensure strict compliance with SBP regulations, PCI-DSS, and security standards for all merchant transactions • To implement robust risk management frameworks for proximity payment channels • To monitor transaction trends, fraud patterns, and risk controls for merchant acquiring channels • To ensure adherence to Anti-Money Laundering (AML) and Know-Your-Customer (KYC) requirements <p>Cross-functional Leadership & Operations</p> <ul style="list-style-type: none"> • To coordinate with cross-functional teams and business groups for acquiring business opportunities & smooth operations • To lead collaboration with IT, Operations, Risk, Compliance, and Marketing teams • To ensure seamless integration between product development and business execution • To drive operational excellence across all proximity acquiring channels <p>Team Leadership & Performance Management</p> <ul style="list-style-type: none"> • To supervise Unit Heads for Digital Proximity Product and Digital Proximity Business • To set performance targets and KPIs for Wing operations and team members • To provide strategic guidance and mentorship to unit heads and senior team members • To drive talent development and capability building within the Wing • To perform any other assignments 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.