

“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 **Hyderabad**.

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

01	Position / Job Title	National Business Head (SVP / EVP)
	<b>Reporting to</b>	Group Chief - IDG
	<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>• Candidate having Master’s degree from an HEC recognized university / institution will be preferred</li> </ul>
	<b>Experience</b>	<ul style="list-style-type: none"> <li>• Minimum 15 years of overall banking experience, with at least 05 years in a managerial role overseeing SME and / or Commercial lending; exposure to agriculture lending will be considered an added advantage</li> <li>• Candidate with regional or cluster-level experience in SME and / or Commercial banking within a large commercial bank will be preferred</li> </ul>
	<b>Other Skills / Expertise / Knowledge Required</b>	<ul style="list-style-type: none"> <li>• Well versed with local market dynamics of the cluster</li> <li>• Knowledge of SME and Commercial financing products</li> <li>• Leadership skills</li> <li>• Team management skills</li> <li>• Self-motivated with proactive approach towards target achievement</li> <li>• Knowledge of SBP Prudential Regulations</li> <li>• Additionally, knowledge of Agriculture financing will be preferred</li> <li>• Proficient in MS Office Suite (Outlook, Excel, Word, PowerPoint)</li> </ul>
	<b>Outline of Main Duties / Responsibilities</b>	<ul style="list-style-type: none"> <li>• To manage / lead teams of Regional Executives, Regional Managers, Relationship Mangers and Agriculture Finance Officers of four (4) Regions</li> <li>• To work and coordinate closely with Regional cross functional teams for enhancing the advances portfolio and focusing on improving the Turn-Around-Time (TAT) to enhance the customer experience with NBP and leading the Regions in achievement of their Agriculture, SME and Commercial Financing targets and maximize the business performance and profitability of the regions</li> <li>• To ensure achievement of allocated business target while keeping in check an appropriate risk level</li> <li>• To supervise development and delivery of sales strategy that enable the Regions to achieve their respective Agriculture, SME and Commercial financing targets</li> <li>• To exercise powers regarding recommending and / or approving Advances / facilities as per the discretionary powers assigned as per Credit Approval Authority Booklet (CAAB) by the competent authority</li> <li>• To visit clients and regions, as required to enhance business and ensure smooth delivery of all IDG products</li> <li>• To have a close liaison with other stakeholders to enhance overall customer experience</li> <li>• To provide input to all Divisions of Group regarding existing and potential new products, customer requirements, general management, gap identification, capacity building and provide new initiatives to improve delivery</li> <li>• To ensure compliance with internal policies / procedures / best practices and regulatory</li> </ul>

	<p>requirements</p> <ul style="list-style-type: none"> <li>• To ensure all audit requirements and observations are addressed (both internal and external) and implement measures to minimize and curtail recurrence</li> <li>• To ensure all processes are completed within the specified TAT</li> <li>• To drive team performance through effective team management, KPI governance, trainings, MIS oversight and structured succession planning for sustained business and talent growth</li> <li>• To improve asset quality and business performance through disciplined target achievement and effective NPL management</li> <li>• To perform any other assignment as assigned by the supervisor(s)</li> </ul>
<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.**