

“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 in **Karachi**.

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

01	Position / Job Title	Regional Corporate Head (SVP / EVP)
	<b>Reporting to</b>	Group Chief – Corporate & Investment Banking
	<b>Academic / 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>• Candidates having a Master’s degree and / or relevant certification(s) would be preferred</li> </ul>
	<b>Experience</b>	<ul style="list-style-type: none"> <li>• Minimum 12 years of experience in the Banking industry, out of which 03 years of experience in senior leadership role in Corporate and / or Investment Banking</li> </ul>
	<b>Other Skills / Expertise / Knowledge Required</b>	<ul style="list-style-type: none"> <li>• Strong analytical and technical skills</li> <li>• Strong leadership and communication skills</li> <li>• Sound understanding of products &amp; services offered in Corporate &amp; Investment Banking</li> <li>• Thorough understanding of the needs of local and regional corporate client base as well as corporate regulations, governance, compliance framework etc.</li> </ul>
	<b>Outline of Main Duties / Responsibilities</b>	<p><b>Account Coverage Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• To assume primary responsibility for managing / developing existing and new relationships of respective Corporate Centre along with enhancing portfolio diversification, continuous follow-up on various ailing borrowers regarding cash recovery / declassification, and maintaining working relationship with internal stakeholders (e.g. CRMG, CAD, Trade, Audit, MCC, Treasury, Compliance etc.) to improve business response time and turnaround</li> <li>• To act as NBP's and the client's "value-added gateway" by originating and delivering NBP's products and services, drive account planning &amp; management processes, deal pipeline management, and revenue generation from NBP clients &amp; prospects of the respective Corporate Office</li> <li>• To keep abreast of financial market developments, including new trends in growth and management; strategic financing planning techniques; rationalizing, streamlining and optimizing the provision of financial services to corporate clients to ensure timely and effective support</li> <li>• To ensure that the highest professional standard of customer service is provided to NBP's customers with an end to secure both new business and to deepen the existing business relationships</li> </ul> <p><b>Business Development &amp; Revenue Generation Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• To work in partnership with other Business &amp; Support functions of the bank / CIBG including but not limited to Asset &amp; Liability products, Treasury Services, Markets Sales, Transaction Banking Services including Trade Finance &amp; Cash Management, and other lines of business for executing client business and maximize returns / profitability to the Bank</li> <li>• To achieve the Key Performance Indicators (KPIs) assigned in terms of asset book building, deposit mobilization, cross-selling including FX, trade finance, cash management, and other products &amp; services offered by the Bank</li> <li>• To ensure stringent monitoring of NBP's exposure to the different industries lending portfolio, to manage delinquent accounts on a timely basis and ensure suitable remedial measures are taken to secure payments and the Bank's interest</li> </ul>

		<ul style="list-style-type: none"> <li>• To closely monitor risk effectively and keep abreast of market developments to ensure proactive and remedial actions are taken to maintain the quality of credit risk in line with the Bank's overall Credit Policies &amp; Procedures</li> <li>• To allocate and monitor annual Key Performance Indicators of the staff working in the team in close coordination with the Group Chief</li> </ul> <p><b>Other Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• To review Credit Proposals compiled by the Relationship Managers &amp; Unit Heads in the Corporate Office team to ensure quality, accuracy &amp; data integrity, observe NBP's Credit Policy and guidelines to submit and recommend lending proposals to the Group Chief for approval or onward recommendations to higher / other authorities</li> <li>• To approve Credit Proposals in line with NBP's Credit Policy as per Financial Powers in Credit Approval Authority Booklet (CAAB), if assigned</li> <li>• To ensure proactive monitoring of accounts by conducting regular Corporate Credit Reviews with CRMG</li> <li>• To ensure monitoring of overdue position on regular basis and avoid objective classification</li> <li>• To demonstrate settlement, recovery of any bad loans within the assigned portfolio</li> <li>• To eliminate audit irregularities and ensure timely regularization of all matters reported by compliance, audit, CAD, and various monitoring departments</li> <li>• To ensure maintenance of accurate MIS and various reports required for the management for decision making</li> <li>• To recommend all staff welfare proposals as per Bank's policy</li> <li>• To ensure maintenance of all dead stock of the region and compliance of all policies related to logistic support / LCMG</li> <li>• To ensure compliance with all NBP &amp; regulatory requirements (including State Bank of Pakistan's Prudential Regulations) and internal policies (including credit policies)</li> <li>• To ensure that all internal controls and procedures pertaining to client base of respective Corporate Office are properly in place in order to mitigate any risks and to report any incongruity to the Head Office on a timely basis</li> <li>• To perform any other responsibility as per bank policy and/or assigned by the competent authority from time to time</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.**