"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(s) in the area of **Retail Banking.**

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

01	**Position / Job Title**	**Relationship Manager (OG-III)**
	Reporting to	Team Leader
	Educational / Professional Qualification	• Minimum Graduation or equivalent from a local or international university / college / Institute recognized by the HEC of Pakistan
	Experience	• Minimum 01 year of banking sales experience in financial products
	Other Skills / Expertise / Knowledge Required	• Sales management and good interpersonal skills • Geographical knowledge of the place of posting • Knowledge of banking and products • Strong oral and written communication skills • Proficiency in Windows, MS Office and databases
	Outline of Main Duties / Responsibilities	• To achieve assigned monthly, quarterly, and annual sales targets in account opening, deposit growth, and consumer financing • To conduct daily customer/market visits, both for new to bank and existing customers as assigned (Conventional & Islamic Banking) • To achieve assigned deposit targets through new to bank & existing customers to manage and grow deposit portfolio assigned by the management (Conventional & Islamic Banking) • To handle liability portfolio with proven understanding of customer behavior, balance movements and seasonal trends • To actively identify attrition risks within the portfolio and take timely corrective actions to retain balances • To leverage prior experience with diverse customer profiles to offer suitable liability solutions • To achieve cross-sell targets of bank products i.e. consumer assets & insurance products as assigned (Conventional & Islamic Banking) • To maintain high service quality standards while interacting with the customers for business retention (Conventional & Islamic Banking). • To resolve customer queries / issues in amicable, efficient and resourceful manner (Conventional & Islamic Bank • To ensure Tail Management by activation of dormant account, Digital App, ATM and deepening of Tail accounts (Conventional & Islamic Banking). • To take part in periodic mass Customer Contact Drives / Market Storming activities or other similar propositions • To maintain various MIS / business reports related to portfolio, as per the requirements of management • To ensure compliance with Banking Laws, instructions, regulations and procedures • To ensure Audit requirements and observations related to business are addressed (both internal and external) and implement measures to minimize and curtail recurrence. Also ensure that shariah compliant environment is maintained at Islamic Banking window within the Region • To ensure all processes are completed within the specified TAT • To ensure all SOPs are followed as per policies and procedure of the Bank • To perform any other assignment as assigned by the supervisor(s)
	Place of Posting	Gilgit, Gujranwala, Islamabad, Lahore, Sialkot, Sibi, Sukkur and Swat

Assessment Test / Interview(s)	Only shortlisted candidates strictly meeting the above-mentioned basic eligibility criteria will be invited for test and / or 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 test / interview.

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