

01	Position / Job Title	Senior Relationship Manager – GoP & Specialized Agencies Division (GOPSA) (OG- I / AVP)
	Reporting to	Unit Head - GOPSA (North)
	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 • Candidates having a Master’s degrees and / or relevant certification(s) would be preferred
	Experience	<ul style="list-style-type: none"> • Minimum 05 years of experience in the Banking industry, out of which 03 years in relationship management in Corporate and / or Commercial and / or Risk Management and / or Investment Banking
	Other Skills / Expertise / Knowledge Required	<ul style="list-style-type: none"> • Strong analytical and structuring skills • Sound understanding of products & services offered in Corporate & Investment Banking • Excellent Relationship Management skills and credit related expertise • Thorough understanding of the needs of local and regional corporate client base as well as regulatory regime will be an advantage
	Outline of Main Duties / Responsibilities	<ul style="list-style-type: none"> • To assist Unit Head – GOPSA (North) in implementing the business strategy, responsible for client / business origination and coverage, as well as achieve sales / business targets, in terms of the number of clients acquired and maintained as well as the revenue generated • To manage corporate banking relationships with existing and potential clients with a view to grow further business while protecting the Bank’s asset quality and position • To assess customers’ wallets, cross-sell opportunities, and develop plans to increase shares of wallet • To proactively monitor the growth of the assigned portfolio and monitoring profitability of individual accounts by collating, analyzing and interpreting information from various sources • To collaborate with internal business, product partners and stakeholders, including client coverage and risk mitigators to stay up to date on client relationships and maintain constant communication with internal partners to provide seamless service to clients • To achieve the Key Performance Indicators (KPIs) assigned in terms of asset book building, cross-selling including FX, Trade Finance, and other products & services offered by the Bank • To prepare credit proposals ensuring quality, accuracy, data integrity and adherence to the Bank’s policies and guidelines and to submit and recommend business proposals through the process chain for necessary approvals • To keep abreast with all regulatory guidelines (including, but not limited to, State Bank of Pakistan’s Prudential Regulations) as well as internal requirements of the Bank (including credit policies) and ensure strict compliance

		<ul style="list-style-type: none">• To prepare routine business call reports, facility letters, sanction advices and other internal and external correspondences in line with the Bank's policies and guidelines as and when required• To maintain NBPs internal control standards, including timely implementation of internal and external audit points together with any issues raised by external regulators• To drive the identification of opportunities for continuous improvement of systems, processes and practices within the function taking into account 'international best practice', improvement of business processes, cost reduction and productivity improvement• To perform any other assignment as assigned by the supervisor(s)
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