CAREER OPPORTUNITIES

One of the largest and most prestigious commercial banks having a vast nationwide network of branches is looking for dynamic and challenge-oriented professionals with proven record of accomplishments in the area of Corporate &

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

+	Reporting to	Divisional Head – GoP & Specialized Agencies
1	Position / Job Title	Unit Head – GoP & Specialized Agencies (AVP / VP)
	Place of Posting	Islamabad
L		 To perform any other assignment as assigned by the supervisor(s).
1	Acres 185	Prudential Regulations) and internal (including credit policies) requirements.
	A STATE OF THE STA	· To ensure compliance with all regulatory (including State Bank of Pakistan's
	The state of the s	environment and assess their training needs.
		business objectives, improve quality of credit assessment, create a learning
	and the second	 To guide, train, develop and motivate a team of Relationship Managers to attain
7	The state of the	Internal and external correspondences as and when required.
	100	To prepare routine business call reports, offer letters, sanction advices and other
	Service Control of the service of th	spreads and projections, etc.
	Sec. 19	company analysis, facility review, customer profitability analysis, financial analysis
		To prepare quality credit proposals including facility structure, industry analysis.
	The A . The last	policies and procedures.
	7.00	proactive or remedial actions to maintain quality of risk in line with the Bank's credit
	The state of the s	To effectively monitor risk and keep abreast of market developments to ensure
	- IN 18	develop, structure, market, execute client business, and maximize returns to the Bank.
	17 Janet 10	treasury, capital markets, regulatory compliance division and other business units to
	The second second	division, financial institutions, trade processing centers, trade generating branches
	The state of the s	To work in partnership with transaction banking relationship team, trade operation division flooreist lead to the control of the contro
	to en many to	to the customer's factory / site and submit call reports to the Management.
	The state of the s	To introduce new corporate customers as per assigned target. Make periodic visit
	San	business from each client/Group.
		objective of maximizing overall customer risk adjusted profitability and share of
	-1-2	sector with a view to leverage further business and widening the portfolio with th
		To manage key relationships with the existing and potential clients in corporat
	Responsibilities	business generation, advances and deposit mobilization, etc.
	Outline of Main Duties /	To meet assigned targets in terms of customer portfolio yield including ancillar
	110	regime will be an advantage.
		Thorough understanding of the local corporate client base as well as regulator
	Knowledge Required	Excellent relationship management skills and credit related expertise.
	Other Skills / Expertise /	Sound understanding of corporate banking products & services.
		Corporate and / or Investment Banking.
	Experience	Minimum 05 years' experience in the Banking Industry out of which 03 years
		 Candidates having Master's degree and / or relevant certification(s) would I preferred.
	Professional Qualification	The state of state of state of the state of
	Reporting to Educational/	Regional Corporate Head Minimum Bachelor's degree from HEC recognized University / Institute

03	Position / Job Title	Officer Analytics (OG-II / OG-I) *
	Reporting to	Regional Manager – Reporting & Analysis
	Educational/ Professional Qualification	 Minimum Bachelor's degree from HEC recognized University / Institute. Candidates having Master's degree and / or relevant certification(s) would be preferred.
	Experience	 Minimum 02 years in Banking Industry; Preference would be given to candidate having exposure of working in analytics, business intelligence and / or rismanagement.
~	Other Skills / Expertise / Knowledge Required	Good analytical, financial and quantitative analysis skills.
	Outline of Main Duties / Responsibilities	 To assist Manager- Reporting & Analysis in preparation of returns and response to queries as received.
		 To prepare relevant MIS packages/decks (of varying frequencies as appropriate used for effective business monitoring and tracking against plan/target. To monitor account wise and region wise business targets up till RM level or monthly basis for onward submission to senior management of the Group. To facilitate Head Office with preparation of important and confidential reports and presentations to top management as and when required. To prepare and monitor expenses on monthly basis in consultation with Regional Corporate Head and Manager- Reporting & Analysis. To perform any other assignment as assigned by the supervisor(s).
	Place of Posting	Karachi and Lahore
4	Position / Job Title	Relationship Manager (OG-I / AVP)
1	Reporting to	Unit Head .
T	Educational/ Professional Qualification	 Minimum Bachelor's degree from HEC recognized University / Institute. Candidates having Master's degree and / or relevant certification(s) would be preferred.
1	Experience	 Minimum 03 years' in Banking Industry out of which 02 years in Corporate and / o Investment Banking, Risk or Commercial Banking.
	Other Skills / Expertise / Cnowledge Required	 Sound understanding of corporate banking/lending products and services. Excellent relationship management skills and credit related expertise. Thorough understanding of the local corporate client base as well as regulatory regime will be an advantage.
1	Outline of Main Duties /	To assist Unit Head- Corporate Banking in implementing the business strategy, be responsible for client/business origination and coverage as well as achieving sales/business targets in terms of the number of clients acquired and maintained as well as the revenue generated.

	1	To prepare quality credit proposals including facility structure, industry analysis, company analysis, facility review, successful analysis, company analysis, facility review, successful analysis, company analysis.
	W 188 /	company analysis, facility review, customer profitability analysis, financial analysis, spreads and projections, etc.
	YL 1	To prepare routine business call reports, offer letters, sanction advices and other.
	The second second	internal and external correspondences as and when required
		To guide, train, develop and motivate a team of Relationship Managers to attain husbass objectives improved.
		business objectives, improve quality of credit assessment, create a learning environment and assess their training needs,
	And the same of th	To ensure compliance with all regulatory (including State Bank of Pakistan's Prudential Regulation) and the state of Pakistan's
		Prudential Regulations) and internal (including credit policies) requirements.
	The Hard	To perform any other assignment as assigned by the supervisor(s). Islamphod
	Place of Posting	Islamabad
	Position / Job Title	Unit Head - GoP & Specialized Agencies (AVP / VP)
	Reporting to	Divisional Head – GoP & Specialized Agencies
	Educational/	Minimum Bachelor's degree from HEC recognized University / Institute
	Professional Qualification	Candidates having Master's degree and / or relevant certification(s) would be
	Providence	preferred.
	Experience	 Minimum 05 years in Banking Industry preferably in Corporate and for Investment Banking.
	Other Skills / Expertise /	 Excellent relationship management skills and credit related expertise with specific
	Knowledge Required Outline of Main Duties /	reference to GoP & Specialized agencies.
	Responsibilities	 To manage and develop existing and new relationships with all GoP-owned
	The second second	specialized public sector entitles on respective region basis.
		To act as Bank's and the client's "value-added gateway" by originating and delivering Bank's products and activities.
	1 10	Bank's products and services. Drive account planning and management processes,
	1 - 100	deal pipeline management and revenue generation from Bank's clients and prospects in this specialized sector.
		To keep abreast of financial market developments of relevance to this specialized
		client set including new trends in growth and management; strategic financing
		planning techniques; rationalizing and making efficient provision of financial
		services to the specialized public sector entities.
	A ALL A	To ensure that the highest professional standard of customer service is provided to
		bank's specialized public sector customers, with an end to secure both new business
		and deepen the existing business relationships.
	7060	To achieve the Key Performance Indicators (KPIs) assigned in terms of asset book
	The Thin	building, deposit mobilization, cross-selling including FX, trade finance, cash
	100	management and other products and services offered by the Bank.
		To work in partnership with other business and support functions of the bank
	10 F. 1	including but not limited to asset and liability products, treasury services, markets sales (FX), transaction -banking services including trade finance, and cash
	A 100 100 100	management. Work with other lines of business to develop, structure, market,
	1 . L.	execute client business, and maximize returns to the Bank,
	with the same	To effectively monitor risk and keep abreast of market developments to ensure
		proactive or remedial actions are taken to maintain the quality of credit risk in line
		with the Bank's overall credit policies and procedures.
	the state of the state of	To allocate and monitor annual Key Performance Indicators (KPIs) of the team
		working under the unit in close coordination with Divisional Head- GoP &
۱	1 10 10 1	Specialized Agencies Division.
	19. 10	To manage delinquent accounts on a timely basis. Ensure suitable remedial measures are taken to secure navments and the Bank's integers.
	E CONTRACTOR OF THE PARTY OF TH	measures are taken to secure payments and the Bank's interest. To review credit proposals compiled by the Relationship Managers in the GoP team.
		ensuring their quality, accuracy and data integrity. Observe Bank's credit policy and
	E SERVICE !	guidelines while recommending lending proposals to the Group Chief for onward
	The state of the s	submission to concerned committees for approval.
	1000	To keep abreast of all Regulatory Guidelines (Including State Bank of Pakistan's)
		Prudential Regulations) as well as internal Bank's requirements (including credit
	The state of the s	policies) and ensure strict compliance.
	Bulle of Fidons	To ensure all internal controls and procedures pertaining to this specialized client
	Sales Uz	base (as defined) are in place in order to mitigate any risks. Report any incongruity
		to the Head Office on a timely basis. To ensure timely training of Relationship Managers (Officers/Executives) in the team.
۱	1 1 1 1 1 1 1 1 1 1	To ensure timely training of Relationship Managers (Officers/Executives) in the team to improve their professional capabilities to get their jobs done efficiently.
	The same of the sa	To identify opportunities for continuous improvement of systems, processes and
		practices within the function taking into account 'international best practice',
	the second	Improvement of business processes, cost reduction and productivity improvement.
I	200	To perform any other assignment as assigned by the supervisor(s).
ı	Place of Posting	islamabad and Karachi

Educational/	One nead
	Minimum Bachelor's degree from HEC recognized University / Institute. Candidates having Masteria.
Professional Qualification	 Candidates having Master's degree and / or relevant certification(s) would be preferred.
	preferred. preferred.
Experience	THE CONTRACTOR OF THE CONTRACT
and it was a sale of	Minimum 03 years' in Banking Industry out of which 02 years in Corporate and / of Investment Banking Bush
Other Skills / Expertise /	Investment Banking, Risk or Commercial Banking.
Knowledge Required	Sound understanding of corporate banking/lending products and services. Fixellent relationship or corporate banking/lending products and services.
	Excellent relationship management skills and credit related expertise.
	Thorough understanding of the local corporate client base as well as regulator
Outline of Main Dutles /	regime will be an advantage.
Responsibilities	To assist Unit Head: Corporate Banking in implementing the business strategy, but
nesponsibilities	responsible for client/business origination and coverage as well as achieving
	sales/business targets in terms of the number of clients acquired and maintained a
	well as the revenue generated.
	To manage key relationships with existing and potential clients in corporate secto
	with a view to leverage further business and widening the portfolio. Maximize
	overall customer risk adjusted profitability and share of business from each
	client/Group
	 To ensure that the highest professional standards of service are provided to Bank
	corporate customers with an end to secure both new business and deepen the
	existing business relationships.
	 To work in partnership with transaction banking relationship team, trade operation
	division, financial institutions, trade processing centers, trade generating branches
	regulatory compliance division to develop, structure, market, execute client
The Autor	business, and maximize returns to the Bank.
	To achieve the Key Performance Indicators (KPIs) assigned in terms of asset book
	huilding sees allies insteading CV Tools (in 1997) assigned in terms or asset book
	building, cross-selling including FX. Trade Finance and other products and services
	offered by the Bank.
	to effectively monitor risk and keep abreast of market developments to ensure
	proactive or remedial actions are taken to maintain the desired level of credit risk in
Add the same as a second	line with the Bank's overall policies and procedures.
w. Willy	 To prepare Credit proposals ensuring quality, accuracy and data integrity and
4.76	adherence to Bank's policy and guidelines. Submit and recommend business
2002	proposals to Regional Corporate Head for onward submission to concerned
1000	committees for approval.
1 - 1 - 1 - 1	To keep abreast with all regulatory guidelines (including State Bank of Pakistan's
中村 原地 10	Prudential Regulations) as well as Internal Bank's requirements (including credit
1	policies) and ensure strict compliance.
	To prepare routine business call reports, offer letters, sanction advices and other
in which it	
1 1	internal and external correspondences as and when required.
19 / 1	To maintain Bank's internal control standards, including timely implementation of
of the Author	Internal and external audit points together with any issues raised by external
Mr. Janes V	regulators
5.44	 To drive the identification of opportunities for continuous improvement of systems,
1 -	processes and practices within the function taking into account 'international best
the same of	practice', improvement of business processes, cost reduction and productivity
	Improvement
- CONTRACTOR	To perform any other assignment as assigned by the supervisor(s).
Place of Posting	Karachi, Lahore, Islamabad and Faisalabad
Walter Street	#
sessment Test / Only	y shortlisted candidates strictly meeting the above-mentioned basic eligibility criteria will
	nvited for test and / or panel interview(s).
	employment will be on contractual basis for three years which may be renewed on
	retion of the Management. Selected candidates will be offered compensation package
4 6-725 h h 7	enon of the management selected companies will be offered compensation parage

Service and the con-	
Assessment Test /	Only shortlisted candidates strictly meeting the above-mentioned basic eligibility criteria will
Interview(s)	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
1 2 2 2 2	discretion of the Management. Selected candidates will be offered compensation package
1000	and other benefits as per Bank's Policy / rules.

erested candidates may visit the website www.sldathyder.com.pk/careers and apply online within 10 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 /

(We are an equal opportunity employer)

Women, Minorities and Differently-abled Persons are encouraged to apply