

	<p>Export-Import Bank of Pakistan (“EXIM Bank”) is set up by the Government of Pakistan, as Pakistan’s official Export Credit Agency, to support inter-alia the growth of exports and to undertake import substitution projects.</p> <p>EXIM Bank is looking for:</p>
<p>Grade: Up to M5</p> <p>Job: Relationship Manager (R.M.)</p> <p>Department: Business</p> <p>Job Location: ISB. LHR. KHI.</p>	<p>Qualification: Minimum of Bachelor’s in Finance, Business Administration or other Business related fields from a university recognised by the Higher Education Commission (H.E.C.).</p> <p>Experience: Minimum 5 years of related work experience in Corporate Banking, Financial Institutions or Trade Finance department of a leading Commercial Bank, with proven relationship management, leadership & team management skills.</p> <p>Key Responsibilities:</p> <ul style="list-style-type: none"> • The incumbent will assist senior management in preparing Business programs, credit applications, credit due diligence reports, Business plans, transaction pipeline & revenue targets of assigned relationships. The candidate will be responsible for providing direct support to customers, ensuring a seamless transaction experience, proactively managing client queries, etc. • Marketing of bank’s funded and unfunded products (Credit Insurance, Guarantees and Lending solutions) in line with assigned budget, EXIM Bank’s risk appetite and mandate. Supporting senior management in managing existing and developing new relationships. Leading and undertaking due diligence, risk analysis, financial modeling, and trade finance structuring, etc. • Candidate should understand Trade Finance and Credit Risk Management and possess the ability to close deals with minimum supervision. Experience in International Trade, Trade Finance, Lending and likely in insurance regulations is required, together with superior communication and stakeholder management skills. The candidate needs to be self-motivated, take-on and demand increasing levels of responsibility and result oriented, and take pride of being part of the initial team setting up a premier development bank in Pakistan, which is being created with the highest level of corporate governance and geared towards having a meaningful economic impact for Pakistan. • Any other task assigned by the Group Head C&FI.

	<p>Core Competence:</p> <ul style="list-style-type: none"> • The suitable candidate is expected to fully understand the Trade Finance landscape, have existing relationships in the assigned geographic area or segment, understanding of International Trade (UCP 600 & URDG), SBP's Prudential Regulations, Credit Insurance rules and framework, etc. • Excellent analytical skills; experience in developing high quality financial models. • Good computer literacy and inclination towards automation • Ability to work independently and create goals and vision for delivery in ambiguous, difficult or new situations. • Excellent team player and able to take up challenges. <p>Communication: Excellent written and verbal communication skills are mandatory.</p>
	<ul style="list-style-type: none"> • If you possess the credentials in seeking, we want to hear from you. Apply through https://njp.gov.pk (preferably) 'OR' send us your Curriculum Vitae(C.V.)/Resume accompanied by a compelling cover letter that demonstrates your ability to excel in this role and contributing to our groundbreaking initiative set to launch this July. Share your unique qualities & skills which make you a perfect fit for our pioneering team shaping the future of Pakistan's economic growth through international trade. For vacancies mentioning multiple locations please include your preferred location in the cover letter. Mailing address: Head H.R., Export-Import Bank of Pakistan, 5th Floor, Evacuee Trust Complex, Agha Khan Road, F-5/1, Islamabad. • Deadline for the applications submission is 25th of September, 2023. • EXIM Bank reserves the right to reject any/all application(s) without assigning any reason whatsoever. • Females and differently-abled persons meeting the mentioned qualifications & experience are encouraged to apply. • Only candidates shortlisted for interviews will be contacted.