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|  | <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: M2</p> <p>Job: Group Head Corporate & Financial Institutions (G.H.C.&F.I.)</p> <p>Department: Business</p> <p>Job Location: Islamabad/Karachi</p> | <p>Qualification: Minimum of a Bachelor’s (Master’s preferred) or equivalent in Economics, Finance, Business Administration or other relevant fields from a university recognised by the Higher Education Commission (H.E.C.).</p> <p>Experience: Minimum 15 years of relevant work experience in/with financial institutions in Pakistan with 5 years of leadership experience with full P&L responsibility of the corporate/F.I. business units.</p> <p>Key Responsibilities:</p> <ul style="list-style-type: none"> • Manage the entire Corporate & F.I. portfolio of EXIM Bank. • Develop the bank’s strategy for large corporations & F.Is., providing a range of trade related financing and risk mitigating (trade credit insurance, guarantees, etc.) products. • Develop and maintain a strong network of relationships with all stakeholders and concerned parties. • Manage associated risks while taking full responsibility of P&L and ensuring optimum revenue generation, resultantly supporting Pakistan’s export competitiveness. • Contribute to the development of trade financing and risk mitigation products & services which facilitate export growth. <p>Core Competence:</p> <ul style="list-style-type: none"> • Significant understanding of large corporations and F.Is., and experience of relationships building with the same. • Proven experience with partnership or strategic alliance development. • Negotiation and contracting expertise. • Very good understanding of insurance & lending products, forecasting, business developments, credit, risk and customer management; ability to find the balance between the needs of the customer and the sustainability of the bank. <p>Communication: Excellent written and verbal communication is 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.

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 **28th of June, 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.