

## JOIN THE PIONEERS

Your Career Highlight!

**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. EXIM Bank is looking for:

<b>Job:</b>	<b>Manager Credit &amp; Underwriting</b>
<b>Department:</b>	Commercial Underwriting
<b>Job Location(s):</b>	Islamabad
<b>Qualification:</b>	Minimum Bachelor’s degree (or equivalent) in relevant fields from a leading international university or a local one recognised by the Higher Education Commission (H.E.C.).
<b>Experience:</b>	Minimum 12 years’ experience of working with any DFI in Pakistan in the role of relationship management or credit proposal analysis.
<b>Key Responsibilities:</b>	<ul style="list-style-type: none"> <li>▷ Assess application/proposal forms submitted by potential customers, country &amp; local sales representatives to collate information required to evaluate the feasibility assessment of potential customers for requested insurance coverage.</li> <li>▷ Assess buyers’ and banks’ creditworthiness by analysing financial statements, and considers all relevant risk factors (e.g. financial risks, payment experience, etc.) and suggests insurance pricing.</li> <li>▷ Follows up on and conducts meetings with exporters, importers and banks as and when required to conduct thorough due diligence and prepares assessment reports.</li> <li>▷ Provides all the necessary assistance to the Manager, Insurance Operations (Commercial Risks) in all underwriting operations pertaining to commercial risks. He or she is responsible for directing the policy portfolio by conducting requisite underwriting analysis to determine the risks associated with potential transactions/projects and obligors.</li> <li>▷ Conduct in-depth financial analysis of the involved buyers/importers/importer’s bank through analysis of business plans, financial models, cash flow statements, assets, projected cash flows and other sources of financial information to determine the credit worthiness of the buyer/bank involved in the transaction/project.</li> <li>▷ Conduct due diligence by conducting meetings with the obligor to understand various aspects of their business plan, assess value of securities, analyze governance structure of the business, etc.</li> </ul>

to evaluate the potential risk in the transaction/project including risks associated with contract frustration and performance risk.

**Core Competence:**

- ▷ Response time in reverting to customers.
- ▷ Quality of underwriting.
- ▷ Premium generated from existing policyholders.
- ▷ Policies retained and renewed.
- ▷ Collection.
- ▷ Good knowledge of cross-border trade and trade finance.
- ▷ Ability to work independently and create goals and vision for delivery in ambiguous, difficult or new situations.
- ▷ Good computer literacy and inclination towards automation.
- ▷ Excellent team player and able to take up challenges.
- ▷ Excellent written and oral communication skills in English and Urdu are mandatory.

**APPLY NOW!**

**If you possess the credentials in seeking, we want to hear from you.**

- ▷ Apply through <https://njp.gov.pk>
- OR
- send us your Curriculum Vitae (C.V.)/Resume at the **Mailing address:**  
Head of H.R., Export-Import Bank of Pakistan (EXIM Bank), 5<sup>th</sup> Floor, Evacuee Trust Complex, Agha Khan Road, F-5/1, Islamabad.
- ▷ Deadline for submission of applications is **23<sup>rd</sup> of January, 2024.**
- ▷ EXIM Bank reserves the right to reject any/all application(s) without assigning any reason whatsoever.
- ▷ EXIM Bank reserves the right to relocate employees from time to time.
- ▷ EXIM Bank reserves the right to consider your application for any position in this advertisement, in addition to the one applied for, as it deems fit and subject to eligibility.
- ▷ Females and differently-abled persons meeting the mentioned qualifications & experience are encouraged to apply.
- ▷ Only candidates shortlisted for interviews will be contacted.

[www.eximbank.gov.pk](http://www.eximbank.gov.pk)

Contributing Towards a Positive Trade Balance.

مثبت تجارتی توازن، مضبوط پاکستان