

## 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>Relationship Associate</b>   |
| <b>Department:</b>           | Business  |
| <b>Job Location(s):</b>      | Islamabad, Lahore, Karachi, Sialkot & Faisalabad.   |
| <b>Qualification:</b>        | 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.).  |
| <b>Experience:</b>           | Minimum 3 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.   |
| <b>Key Responsibilities:</b> | <ul style="list-style-type: none"> <li>▷ The incumbent will assist senior management in preparing business programmes, credit applications, credit due diligence reports, business plans, transaction pipeline &amp; 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.</li> <li>▷ Supporting senior management in managing existing relationships. Leading and undertaking due diligence, risk analysis, financial modeling and trade finance structuring, etc.</li> <li>▷ Candidate should understand trade finance and credit risk management. Experience in international trade, trade finance, lending and likely in insurance regulations will be preferred.</li> <li>▷ The candidate needs to be self-motivated, take-on and demand increasing level of responsibility and result oriented and take pride of being part of 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.</li> <li>▷ Any other task assigned by the Line Manager.</li> </ul> |
| <b>Core Competence:</b>      | <ul style="list-style-type: none"> <li>▷ Excellent analytical skills; experience in developing high quality financial models.</li> <li>▷ Good computer literacy and inclination towards automation.</li> </ul>  |

- ▷ 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.
- ▷ 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