

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:

Job:	Regional Business Manager
Department:	Corporate & Financial Institutions Group
Job Location(s):	Karachi
Qualification:	Minimum Bachelor’s degree in Finance, Business Administration or other business related fields from a leading international university or a local one recognised by the Higher Education Commission (H.E.C.).
Experience:	Minimum 8 years of related work experience in Corporate Banking, Trade Finance department of a leading Commercial Bank, with proven relationship management, leadership and team management skills.
Key Responsibilities:	<ul style="list-style-type: none"> ▷ The incumbent will be responsible for accomplishing results through the management of a team or department to drive the Bank’s strategy and mandate to increase Pakistan’s exports competitiveness. ▷ The incumbent will be responsible for managing teams & initiatives, monitoring, researching and evaluating the current market landscape to identify areas of opportunity, providing senior management with evaluation based on analysis of information in complicated and unique situations, providing direct support to high end clients, ensuring a seamless transaction experience for new trade clients, proactively managing client portfolio, etc. This may include acting as administrative head of the Regional Office. ▷ Marketing of bank’s Credit Insurance, Guarantees and Lending products in line with assigned budget, EXIM Bank’s risk appetite and mandate. Managing existing and developing new relationships. Leading and undertaking due diligence, risk analysis, financial modeling, trade finance structuring, etc. ▷ Candidate should have thorough understanding of trade finance and credit risk management skills as well as strong relationship with Financial Institutions/Corporate customers. ▷ A thorough understanding of financial analysis techniques, forecasting, financial modeling and business development is also sought. 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 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.

▷ Any other task assigned by the Group Head C&FI.

Core Competence:

▷ 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.

▷ Excellent understanding of insurance and lending products relating to trade finance.

▷ 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. Able to take challenges.

▷ Good knowledge of cross-border trade and trade finance.

▷ 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), 5th Floor, Evacuee Trust Complex, Agha Khan Road, F-5/1, Islamabad.

▷ Deadline for submission of applications is **7th of May, 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.

▷ 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

Contributing Towards a Positive Trade Balance

مثبت تجارتی توازن، مضبوط پاکستان