

CAREER OPPORTUNITY

“The Nation’s Bank”, **National Bank of Pakistan** aims to support the financial well-being of the Nation along with enabling sustainable growth and inclusive development through its wide local and international network of branches. Being one of the leading and largest banks of Pakistan, National Bank of Pakistan is contributing significantly towards socioeconomic growth in the country with an objective to transform the institution into a future-fit, agile and sustainable Bank.

In line with our strategy, the Bank is looking for talented, dedicated and experienced professional(s) for the following position in the area of **Retail Banking** based at **Karachi**.

	Position / Job Title	Regional Sales Manager (AVP / VP)
	Reporting to	Group Head / National Sales Manager – Retail Sales
	Academic / Professional Qualification	<ul style="list-style-type: none"> • Minimum Graduation or equivalent from a local or international university / college / institute recognized by the HEC • Candidates having Master’s degree from HEC recognized university / institution will be preferred
	Experience	<ul style="list-style-type: none"> • Minimum 10 years of banking experience, out of which at least 03 years in branch / consumer banking and / or sales management and / or business development in a managerial role
	Other Skills / Expertise / Knowledge Required	<ul style="list-style-type: none"> • Sales management & strong interpersonal skills • Geographical knowledge of the place of posting • Coaching and mentoring • Able to handle / solve problems and decision making skills • Proven track record of exceeding targets, sound negotiation and selling skills • Sound knowledge of banking and products • Proficient in MS Office (Word, PowerPoint & Excel)
01	Outline of Main Duties / Responsibilities	<ul style="list-style-type: none"> • To achieve regional sales objectives by managing sales teams including Team Leaders, Relationship Managers & Sr. Relationship Managers ensuring sales targets are met monthly / quarterly • To implement sales strategy & develop plans to ensure achievement of assigned targets of the region • To provide periodic updates on region-wise portfolio positioning, performance attribution and track profitability in line with assigned KPIs • To review and prepare action plans, implement product, quality and customer-service standards • To develop branch specific sales action plans under the region and conduct special campaigns to drive sales / create leads • To monitor competitor products, sales and marketing activities in assigned regions • To expand and sustain customer base, build and maintain rapport with key customers and identify new sales opportunities • To align with relevant stakeholders for the establishment of one-bank culture • To propose and supervise the scheduled regional sales activities and effective deployment of the same • To assist National Sales Manager in assigned tasks by the Management while ensuring meticulous compliance of prudential regulations, audit and product policies • To conduct sales presentations and product demonstrations for the customers to help drive regional sales • To ensure that regional sales teams achieve their full potential and have access to appropriate support, market trends and complete product knowledge of the Bank as well as peers • To meet regional sales financial objectives by forecasting requirements, preparing annual budget, scheduling expenditures, analyzing variances and initiating corrective actions • To eliminate audit comments (internal & external) and implement measures to minimize and curtail recurrence • To manage staff attrition & provide them coaching, mentoring, supporting and directing them to ensure they deliver high standards of performance • To perform any other assignment as assigned by the supervisor(s)
	Assessment Interview(s)	Only shortlisted candidates strictly meeting the above-mentioned basic eligibility criteria will be invited for panel interview(s)
	Employment Type	The employment will be on contractual basis, for three years which may be renewed on discretion of the Management. Selected candidates will be offered

compensation package and other benefits as per Bank's Policy / rules

Interested candidates may visit the website www.sidathyder.com.pk/careers and apply online within 10 working days from the date of publication of this advertisement as per given instructions.

Applications received after due date will not be considered in any case. No TA / DA will be admissible for interview.

(We are an equal opportunity employer) **PID(K)1205/23**
Women, Minorities and Differently-abled Persons are encouraged to apply

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