

	<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: M4</p> <p>Job: Regional Business Manager (R.B.M.)</p> <p>Department: Business</p> <p>Job Location: Karachi</p>	<p>Qualification: Minimum of a Bachelor’s in Finance, Business Administration or other Business related fields from a university recognised by the Higher Education Commission (H.E.C.). Additional certifications like C.F.A., C.R.M., etc. will enhance the candidacy.</p> <p>Experience: Minimum 12 years of relevant work experience in Trade Finance Department, Corporate Banking, business origination in a leading Commercial Bank or financial institution relevant to EXIM’s Business with proven relationship management, leadership, and team management skills.</p> <p>Key Responsibilities:</p> <ul style="list-style-type: none"> • Support the growth of Exports from Pakistan, both geographically and sectorally, by introducing and onboarding Exporters to EXIM Bank’s products and services. • Develop and manage business relationships with Corporations, S.M.Es. and Commercial Banks, in line with EXIM Bank’s strategy and mandate. • Promote a range of trade related financing & risk mitigating (Trade Credit Insurance, Guarantees, etc.) products, identify business opportunities, develop business pipelines, execute financial transactions and manage associated risks while ensuring optimum revenue generation, and resultantly supporting Pakistan’s export competitiveness. <p>Core Competence:</p> <ul style="list-style-type: none"> • Complete understanding of Trade Finance, Business Development and Credit Risk Management. • Existing relationships with Exporters in the assigned geographic area. • Experience of selling Credit Risk Mitigation products (such as credit enhancement guarantees, credit risk participation arrangements, etc.) will enhance the candidacy. • Understanding Export Finance and Refinance products is a must along with S.B.P.’s Prudential Regulations.

- Experience in product development and structured finance will be preferred.
 - Candidate should be well versed with writing industry reports, concept notes, information memorandums, financing programs, etc.
 - Excellent analytical skills and track record of successful business development.
 - 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 and able to take up challenges.
- Communication:** Excellent written and verbal communication is mandatory.

- 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**.
- The bank may, however, continue to consider applications received post-deadline, until the position is filled.
- 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.