



**EXIM Bank of Pakistan Limited (“EXIM”)** is set up by the Government of Pakistan to support inter-alia the growth of exports and to undertake import substitution projects. EXIM is looking for:

**1. Regional Business Manager**

**Location: Karachi**

**Qualifications:** Minimum Bachelors in Finance, Business Administration or other Business-related fields from HEC recognized universities. Additional certifications like CFA, CRM etc. enhance the candidacy.

**Experience:** Minimum 12 years of related work experience in Trade Finance Department, Corporate Banking, business origination in a leading Commercial Bank of financial institution relevant to EXIM Business with proven relationship management, leadership, and team management skills.

**Job Summary:** The Regional Business Manager (RBM) will be responsible to support the growth of Exports for Pakistan, both geographically and sectorally, by exposing Exporters to EXIM Bank products and services. In doing so, RBM will be required to Develop and manage business relationships with Corporates, Commercial, SME customers and Commercial Banks, in line with EXIM Bank’s strategy and mandate. RBM will be expected to provide a range of trade related financing and risk mitigating (Credit Insurance and Guarantees) products, identify business opportunities, develop business pipelines, execute financial transactions and manage associated risks while optimum revenue generation and resultantly supporting Pakistan’s export competitiveness.

**Key Responsibilities:**

RBM 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, both geographically and sectorally. The incumbent will be responsible for managing teams & initiatives, monitoring, researching, & 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 clients, ensuring a seamless transaction experience for new trade clients, proactively managing client portfolio, etc. This will include taking the responsibility of being the administrative head of regional office and growing the business and the office infrastructure. Marketing of Bank’s Credit Insurance, Guarantees and lending products in line with assigned budget and within the EXIM Bank’s risk appetite and mandate.

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 Competencies:**

- The suitable candidate is expected to fully understand the Trade Finance, Business Development and Credit Risk Management;

	<p>have 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 of Export Finance and Refinance products is a must along with SBP's Prudential Regulations.</p> <ul style="list-style-type: none"> <li>• Experience in product development and structured finance will be preferred.</li> <li>• Candidate should be well versed with writing industry reports, concept notes, Information Memorandums, financing programs,</li> <li>• Excellent analytical skills and track record of successful business development</li> <li>• Good computer literacy and inclination towards automation</li> <li>• Ability to work independently and create goals and vision for delivery in ambiguous, difficult or new situations</li> <li>• Excellent team player. Able to take challenges.</li> </ul>
<ul style="list-style-type: none"> <li>• Those having requisite experience and qualify the above criteria are encouraged to send their Curriculum Vitae (CV)/Resume at: <a href="https://www.people.com.pk/jobs">https://www.people.com.pk/jobs</a> 'OR' EXIM Bank of Pakistan, 5<sup>th</sup> Floor, Evacuee Trust Complex, F-5/1, Islamabad no later than <b><u>December 01, 2022.</u></b></li> <li>• Applications received after this date will not be considered eligible for consideration. EXIM reserves the right to reject all applications without assigning any reason whatsoever.</li> <li>• Females and differently-abled persons with relevant qualifications and experience are encouraged to apply for the position(s).</li> <li>• Only candidates shortlisted for interviews will be contacted.</li> </ul>	