

# CAREER OPPORTUNITIES

The Bank of Punjab is one of the fastest growing banks of Pakistan with a network of 639 online branches across the country. The Bank of Punjab is an equal opportunity Employer. The Bank is looking for high caliber, experienced, self-motivated and well-groomed professional for the following positions:

Position	Job Summary/Major Responsibilities	General Eligibility Criteria
<b>Unit Head Product and Strategy-Transaction Banking</b>  (Grade: SVP to EVP-I) Location: Karachi	Formulate product strategy based on market trends and competition to increase the bank's market share. Develop and implement strategies, objectives and monitoring mechanisms for the transaction banking business. Design and implement cash management systems, franchise payments, corporate portal, liaise with related functions to design and deliver appropriate training and drive sales strategies. Thorough knowledge of cash management, corporate digital solutions, supply chain financing, employee banking, microfinance etc. Sound understanding of credit and operational risk, regulatory, compliance, pertinent legal issues, budgeting and product portfolio profitability concepts. Complete awareness of market dynamics and product development in above mentioned areas with sufficient exposure to requisite technology semantics.	Education: Minimum Graduate from a HEC recognized University/ Foreign University. Experience: Minimum 12 years of Banking experience, preferably 05 years of similar experience. Age: Upto 55 years as of May 02, 2021.
<b>Head - Financial Institution - Treasury &amp; FI Group</b>  (Grade: EVP-I to EVP) Location: Karachi	Build and strengthen relationships with Correspondent Banks, NBFCs, Leasing Co., Modarba, Insurance, AMCs. Further enhance Trade business, Bilateral loans / financing as well as obtaining better terms for Bank's business. Formulate strategy for the Financial Institutions Department and achieve goals and objectives of the Bank. Elevate the bank's brand and upgrade international/domestic delivery and marketing channels to improve productivity, service level, market share and profitability. Lead FI resources to maintain high degree of productivity, retention and professional growth. Develop trade, lending & Cash Management products to meet business model of clientele and at the same time generate revenue for the organization. Manage a portfolio of bank & non-banks to achieve revenue targets and develop long term profitable business relationships with these Financial Institutions. Set incentive packages for trade/payment related business. Ensure compliance to the bank's internal policy guidelines and SBP Prudential Regulations.	Education: Minimum Graduate from a HEC recognized University/ Foreign University. Experience: Minimum 12 years of Banking experience, preferably 05 years of similar experience. Age: Upto 55 years as of May 02, 2021.
<b>Head BOP@Work - Retail Banking Group</b>  (Grade: SVP to EVP-I) Location: Lahore	The ideal incumbent will help, develop and execute strategy in acquiring new relationships of corporate and commercial businesses, their payrolls, Employee Banking etc. Setting up a digitalized fulfillment process and a dedicated team to materialize the new acquisitions, business relationships. Working in collaboration with Head PSDD, Head Customer Experience, and Head Products Development & Branch Banking Head. Build a corporate customer relationship model, maintain and execute customer pipelines lead through partnerships with internal and external Functional Teams. The job entails analyzing customer needs, market opportunities / market sizing and competitor offerings and strategy to capture the prospective payroll customers. The job requires to maintain a seamless relationship with all key stakeholders so as to ensure smooth running of the business. The job also includes salaried customers' acquisition with special focus on P&L Growth.	Education: Minimum Graduate from a HEC recognized University/ Foreign University. Experience: Minimum 12 years of Financial Industry experience, preferably 03 years of similar experience. Age: Upto 55 years as of May 02, 2021.
<b>Regional Business Head - Retail Banking Group</b>  (Grade: VP to EVP-I) Location: Karachi	The incumbent will be responsible to achieve liability & asset targets and effective management off all the units under command while ensuring full compliance with operational risk management policies & Procedures and extending full support to the staff by adopting problem solving approach for achieving regional goals. The job requires the achievement of CASA deposit targets of Region on monthly basis by developing and implementing strategies in letter & spirit down the line to each branch of the region and will ensure compliance in branches with operational risk management policies & procedures and bringing quality to customer service by continually improving existing processes.	Education: Minimum Graduate from a HEC recognized University/ Foreign University Experience: Minimum 9 Years of Banking experience, including 03 years in a similar role Age: Upto 55 years as of May 02, 2021

The above positions carry attractive market based salary package. Enterprising individuals fulfilling the above-mentioned criteria are encouraged to apply online at [bop.rozee.pk](http://bop.rozee.pk) latest by **May 02, 2021**. Only shortlisted candidates shall be called for interview. No TA/DA will be admissible.

Females and persons from underrepresented groups are strongly encouraged to apply.



BOP Phone Banking: 111-267-200

[www.bop.com.pk](http://www.bop.com.pk)

THE BANK OF PUNJAB