

CAREER OPPORTUNITY

We are a major public sector specialized financial institution based in Islamabad with a wide network of Branches all across the country. The management intends to induct an energetic and challenge oriented individual for the following position on regular / contract basis:

Post Title	Qualification / Experience
Assistant Vice President (Liability Marketing)	• Graduate/Post Graduate Degree in Business Administration, Commerce, Economics or Marketing from HEC recognized university. • The candidate should have at least 05 to 08 years of Commercial Banking experience. • Preparing a weekly report of current and new potential clients for business development planning. • Must have effective communication skills. • To promote the highest level of customer service and responsiveness to privileged customers for liability marketing. • Manage a number of Business Development Officers to ensure that revenues and asset growth are as per the Bank's plan. • Develop strategies to acquire low cost deposits at branches. • Ensures adherence to guidelines set by internal and external regulators. • Ensures that all service quality targets for the zone are met with, develops a service-oriented and performance driven culture. • Develop and build relationship with high net worth customers for liability products. • Ensure guidelines for credit and risk parameters applicable to the zone are adhered to. • Monitors individual BDO performance via interaction with branch

	mangers and provide guidance on daily basis. Visit remote branches on monthly basis. • Coordinates with all bank departments to ensure smooth operation at branches. • Maximum Age Limit: 40 Years.
Officer Grade-I (Business Development Officer)	• Graduate/Post Graduate Degree in Business Administration, Commerce, Economics or Marketing from HEC recognized university with 03 to 05 years of experience in Commercial Banking. • Attract new customers across the Bank's portfolio of deposit products. • Must have strong communication & presentation skills. • Must have cross selling and account management skills. • To manage high net worth individual customers portfolio for the branch. • To meet/exceed sales, revenue, business volume targets within the specified time frame. • To enhance and establish business relationship with current and potential customers through frequent interaction (weekly basis). • To assist first time customers in opening bank account in line with KYC. • To deal with customer queries and ensure appropriate resolution. • To provide updates to supervisor and management on performance and market realities/situations (weekly basis). • To ensure adherence to regulatory and legal requirement set by internal and external auditors. • To provide high level of customer service to the clients in line with standards set by the management irrespective of account size. • To meet sales target and serve customers as per the branch business priorities. • Maximum Age Limit: 35 Years.

- We offer competitive remuneration package geared towards attracting best talent in the market.
- No TA/DA will be admissible for interviews.
- Interested candidates may apply online through website: www.ztbl.com.pk latest by 24.04.2016.