



Zarai Taraqiyati Bank Ltd.

CAREER OPPORTUNITY

We are a major public sector specialized financial institution having its Head Office at Islamabad with a wide network of Branches all across the country. The management intends to induct energetic and challenge-oriented individual for the following position on regular basis under Bank's Staff Regulations (SR-2005).

Sr. No.	Post Title / Place	Qualifications/Experience
01.	<p>Senior Vice President (Product Development)</p>	<p><u>Qualifications:</u> Graduate / Post Graduate in Business Administration, Agriculture, Mathematics, Finance, Statistics, Economics, Commerce or any equivalent relevant degree from HEC recognized university.</p> <p><u>Experience:</u></p> <ul style="list-style-type: none"> • Minimum Fifteen (15) years banking experience out of which 08 years exclusively in the field of Product Development based on basic Cash-flow / PR /Market Share etc. • Candidate having working experience of Middle Management level or above is eligible for this post. • Agri-credit experience would be given weightage. <p><u>Experience / Skill Required / Major Responsibilities:</u></p> <p>Develop and review credit schemes/products in accordance with (i) Memorandum of Association of the Bank (ii) Decisions of BOD (iii) SBP Prudential Regulations for Agriculture Financing/directives.</p> <p>Submit Memos on credit schemes/products of the Bank for approval of higher management/BOD.</p> <p>Interact with various departments/divisions/field offices of the Bank as well as outside the Bank to get feedback/suggestions for market research and development of new products and attending to different queries in this regard.</p> <p>Identify areas of intervention for improving productivity and increase competitiveness of the small scale producers/farmers engaged in the value chain agri. activities.</p> <p>Issue Circulars/Circular Letters pertaining to credit products/schemes of the Bank for guidance and compliance of the field functionaries.</p> <p>Arranging of inspection and audit pertaining to credit schemes/products launched by the Bank.</p> <p>Coordinate with IT in connection with insertion of relevant software to place necessary checks as per requirements of the products so that branches lending/disbursement process and due installments and other procedures of loan may remain intact for smooth operations of Bank business.</p>

	<p>Create an annual campaign plan with budget and expected ROI and define ROI for all campaigns.</p> <p>Attend conferences and trade exhibitions to gain insight in to market dynamics, research and education trends and competitive activity.</p> <p>Build ZTBL's image as a proactive, client friendly, financially & operationally sustainable with indigenous product development/deployment.</p> <p>Target oriented with good analytical skills and good knowledge of SBP/PSE/SECP regulations.</p> <p>Ensure Compliance of SBP code of conduct for Product Development.</p> <p>Perform any other job assigned by the higher management.</p>
Maximum Age Limit	55 years (as on the closing date to apply)

- We offer competitive remuneration package geared towards attracting best talent in the market.
- Applicants should have minimum **2.5 CGPA** or minimum **60% marks** in degree on the basis of which applying for.
- Experience may be relaxed in case of exceptional professional competencies and suitability of candidates for the institution.
- Dual nationality holders are not eligible to apply for the post.
- Only short-listed candidates will be called for interview.
- Interested candidates may apply online through website: www.ztbl.com.pk within 15 days of publication of this advertisement.
- No TA/DA will be admissible for interviews.
- Advertisement Date: 20.12.2020
- Closing Date of Advertisement: 03.01.2021

Please note that any kind of external/internal influence or SAFARISH in Recruitment process would lead to cancel the credentials of candidate and applicant would be immediately BLACKLISTED.