

CAREER OPPORTUNITIES IN BANKING

The Bank of Punjab is one of the fastest growing Banks in Pakistan with its profound existence of over 33 years. It operates through a network of **780+** real-time online branches and **706+** ATMs across the country. The Bank has established a strong foundation while offering premium banking services with major focus on unsurpassed value added services for its customers through advanced solutions.

In line with the Bank's progression strategy, we invite applications from experienced, dedicated and performance-driven professionals for the following position(s) in our **Card Division (S&SI Group)**. The following job profiles offer excellent opportunity for the right candidates desirous of building a long term career in a dynamic organization:

Position	Job Summary / Major Responsibilities	Eligibility Criteria
<p>Regional Sales Manager-Cards</p> <p>(Grade: VP-I/VP)</p> <p>Positions: 02</p> <p>Location: Lahore & Karachi</p>	<ul style="list-style-type: none"> Manage regional sales teams for achievement of budgeted targets on a monthly basis. Looking after the operational hurdles being faced by teams & coordinating with respective department for resolution of issues on daily basis. Implementation of direct sales and X-sell strategy within respective teams, departments & other Groups of the Bank. To ensure complete documentation with applications as defined in credit card Policy on daily basis. Performance monitoring of all positions in respective teams on daily & weekly basis. To ensure new acquisition according to the Policy & Procedure and optimizing credit risk Keeping Sales Staff updated with changes & revisions in policy and process (as and when takes place) To ensure that customer applications are processed within TAT and desired approval rate and Sales Productivity is achieved To ensure that customer complaints are minimized and customer satisfaction is high priority Participate in training sessions internal/external. To be up to date on market trends, competitors' strategies & products. Conducting discussions on daily performance of the team members. Sales Team training sessions on monthly & quarterly basis. Communications and working relationships with all internal units mainly; CIU, Risk, FRMU, Operations, IT, HR & L&D alongside consumer lending departments and Branch Banking Business Addition of companies in the Approved companies list and support Payroll accounts. 	<p>Qualification: Minimum Bachelor's Degree from HEC recognized University/ Foreign University. Preference shall be given to Master Degree holders.</p> <p>Age: Up to 55 Years as of Nov 10, 2023.</p> <p>Experience: Minimum 07 Years of banking experience with at least 3 years in Consumer Banking Sales</p>

Important Note:

- a) Only shortlisted candidates shall be called for interview. No TA/DA will be admissible.
- b) The Bank of Punjab reserves the right to accept or reject any application(s) without assigning any reason(s) thereof.
- c) The Bank is an equal opportunity employer. Females, minorities and PWDs and Transgender are encouraged to apply.
- d) The above position(s) carry market based competitive remuneration.
- e) Individuals fulfilling the above mentioned criteria are encouraged to apply online through BOP career portal <http://www.bop.com.pk/available-jobs> latest by Nov 10, 2023.