



ZTBL, a 'AAA' rated renowned specialized financial institution with a wide network of over 500 Branches all across the country is inviting applications from energetic and challenge-oriented professionals with proven track record and capacity to perform as a catalyst for transformation in a challenging environment. The individuals who fulfill the basic eligibility criteria may apply for the positions:

### Regional Business Head: VP/SVP (For Sindh, Baluchistan)

**Experience:** Minimum ten (10) years post-qualification experience in banking sector out of which at least 5-years as Branch Manager/Area Manager. Preference will be given to candidates having experience in supervising branch network.

**Qualification:** Minimum Bachelor degree. Preference will be given to candidate having Master's Degree from HEC recognized University.

**Responsibilities:**

- Development of business of branches through ensuring substantial increase in sound lending, deposits and expanding outreach.
- Responsible to supervise branch network of 15 to 25 branches.
- Execution of credit and business policy of the Bank as announced from time to time.
- Achievement of loan disbursement, recovery and other business targets etc. of the region/branches.
- Provide leadership to branches for development of business and attainment of allocated targets in the three-fold operational activities i.e., disbursement, recovery/NPL & deposits.
- Keep close liaison with external environment like with the agriculture sector stakeholders i.e., farmers, farmers' organizations, Agriculture Departments Extension staff, local Agriculture Research Institutes, Revenue staff, suppliers of agricultural inputs and machinery in the zone. Representing Bank in business Seminars and Conferences.
- Ensure financial efficiency and profitability of the Operations/Branches.
- Identification of new opportunities for opening and relocation of branches.
- Implementation / Compliance with all rules / regulations of SBP / Bank in field operations including AML/CFT/KYC parameters.
- Implementation of quality assurance standards in Branches.
- Review and evaluate financial and operational performance of Branches.
- Any other tasks assigned by the management

### Branch Manager: OG-I/AVP (Across Pakistan including AJK and GB)

**Experience:** Minimum 5-years Post-Qualification Banking Experience out of which at least 3-years' as Branch Manager. Each candidate has to specify 3 cities/towns for placement one of which he/she must have been posted in previous assignment.

**Qualification:** Minimum Bachelor degree. Preference will be given to candidate having Master's Degree from HEC recognized University.

**Responsibilities:** Responsible for Agri. credit expansion, Recovery of Regular and Non-performing loans, Deposit Mobilization, Cross Selling, Supervising the Services/Operations, EKYC & Regulatory Compliance.

**-: Eligibility / Ineligibility Criteria: -**

- Maximum age limit for **VP/SVP** 55-years and for **OG-I/AVP** 45-years as on closing date to apply.
- Market competitive remuneration will be offered.
- The applicant must possess excellent communication, analytical, interpersonal, adaptability and teamwork skills.
- Dual nationality holders are not eligible to apply.
- Applicant convicted by any court of law are not eligible to apply.
- ZTBL is an equal opportunity employer, females and PWDs are encouraged to apply.
- Interested candidates may apply online through website: <https://www.ztbl.com.pk/jobs>, till **15<sup>th</sup> September, 2024**. Only online submission of application within due date will be accepted.
- Only short-listed candidates will be called for interview, no TA/DA shall be admissible for interviews.
- The Bank reserves the right to accept or reject any application(s) without assigning any reason(s) thereof.

For any related query, please contact Head Recruitment & Appointment, ZTBL, Head Office, Islamabad @ 051-9252724

