



Zarai Taraqati Bank Ltd.

CAREER OPPORTUNITIES

ZTBL is a major public sector specialized financial institution with a wide network of Branches all across the country. The management intends to induct energetic and challenge-oriented individuals for the following positions on regular basis under Bank's Staff Regulations (SR-2005).

Sr. No.	Post Title / Place	Qualifications/Experience
01.	Executive Vice President Provincial Chief (NPLs & SAM Recovery)	<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 Twenty (20) years diversified Banking experience out of which 10 years preferably in NPLs & SAM Recovery. • Candidate having working experience at the level of SVP & above is eligible for this position. <p><u>Position Vacant at:</u></p> <p>i. Sukkur (Sindh Province) (1)</p> <p><u>Major Responsibilities:</u></p> <ul style="list-style-type: none"> • Formulate business strategy and action plan to ensure that NPL and SAM portfolios of branches under jurisdiction are reduced to the level set in KPIs given by SBP/Bank. • Assign recovery targets of NPL and SAM portfolios to zones, branches and concerned individuals under jurisdiction. • Adopt interactive approach to materialize recoveries of NPLs and SAM loans and conduct frequent meetings with Zonal Chiefs, Zonal Manager (R&SAM), Branch Managers, ROs/MCOs/RCs and defaulters. • Close monitoring of recovery performances of assigned branches to ensure that targets are fully achieved. This involves on-going/ IT system based performance tracking and follow-up with staff for delivery of targeted results. • Provide recommendations to put in place governance mechanism for NPL and SAM portfolio develop operating models and proactively minimize incidence of NPLs and charge-off loans in light of current trends. • Leveraging of appropriate remedial measures for recovery of NPL and SAM cases so as to fetch the Bank from liquidity crunch. • Categorize hardcore NPL and SAM portfolio in order to adopt better approach to recover the defaulter cases. • Sort out and recommend filing of suits in cases having less chance of recoveries. Also recommend measures for prudent lending in branches having higher NPLs. • Report performance against assigned target on monthly, quarterly, half yearly and yearly basis to President/ CEO, ZTBL. • Fix responsibilities of non-performers in case of missing targets. • Responsible for achievement of targets by Zones/Branches within the province. <p>Maximum Age Limit = <u>55 years</u> (as on the closing date to apply)</p>

Sr. No.	Post Title / Place	Qualifications/Experience
02.	Senior Vice President Provincial Chief (NPLs & SAM Recovery)	<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 diversified Banking experience out of which 08 years preferably in NPLs & SAM Recovery. • Candidate having working experience at the level of VP and above is eligible for this position. <p><u>Position Vacant at:</u></p> <p>i. Quetta (Balochistan Province) (1)</p> <p><u>Major Responsibilities:</u></p> <ul style="list-style-type: none"> • Formulate business strategy and action plan to ensure that NPL and SAM portfolios of branches under jurisdiction are reduced to the level set in KPIs given by SBP/Bank. • Assign recovery targets of NPL and SAM portfolios to zones, branches and concerned individuals under jurisdiction. • Adopt interactive approach to materialize recoveries of NPLs and SAM loans and conduct frequent meetings with Zonal Chiefs, Zonal Manager (R&SAM), Branch Managers, ROs/MCOs/RCs and defaulters. • Close monitoring of recovery performances of assigned branches to ensure that targets are fully achieved. This involves on-going/ IT system based performance tracking and follow-up with staff for delivery of targeted results. • Provide recommendations to put in place governance mechanism for NPL and SAM portfolio develop operating models and proactively minimize incidence of NPLs and charge-off loans in light of current trends. • Leveraging of appropriate remedial measures for recovery of NPL and SAM cases so as to fetch the Bank from liquidity crunch. • Categorize hardcore NPL and SAM portfolio in order to adopt better approach to recover the defaulter cases. • Sort out and recommend filing of suits in cases having less chance of recoveries. Also recommend measures for prudent lending in branches having higher NPLs. • Report performance against assigned target on monthly, quarterly, half yearly and yearly basis to President/ CEO, ZTBL. • Fix responsibilities of non-performers in case of missing targets. • Responsible for achievement of targets by Zones/Branches within the province. <p>Maximum Age Limit = <u>50 years</u> (as on the closing date to apply)</p>

- 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.
- 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: 27.09.2020
- Closing Date of Advertisement: 11.10.2020

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.