

# CAREER OPPORTUNITIES IN BANKING

The Bank of Punjab is one of the fastest growing Banks in Pakistan with its profound existence of over 35 years. It operates through a network of **850+** online branches and 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 in our **Taqwa Islamic**. The following job profile offers 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><b>Manager Productivity (Taqwa Islamic)</b></p> <p>Grade: OG-I/AVP<br/>Location: Lahore<br/>Number Of Positions: 02</p> | <p><b>Business Plan &amp; Strategy</b></p> <ul style="list-style-type: none"> <li>Assist and support Head Productivity &amp; People with branch banking business affairs management through development and implementation of a comprehensive sales program.</li> <li>Support Head Productivity &amp; People with implementation of Business Plan &amp; Strategy. Set clear and measurable performance goals for the sales team, aligned with departmental and bank-wide objectives.</li> <li>Support Head Productivity &amp; People with branches distribution in different Regions / Areas according to their geographical location and staff strength, in such a way so that annual business targets are achieved.</li> </ul> <p><b>Budget, Cross Sell Targets &amp; Campaigns</b></p> <ul style="list-style-type: none"> <li>Preparation, approval and distribution / allocation of Annual Deposit Budget &amp; Cross Sell Targets to Regions / Areas / Branches to achieve the overall financial goals of TIB Retail Banking.</li> <li>Support Head Productivity &amp; People with development of Deposit &amp; Cross Sell Campaigns and Incentive Calculation.</li> </ul> <p><b>Analysis, Performance Measurement, Review &amp; Monitoring</b></p> <ul style="list-style-type: none"> <li>Conduct regular performance reviews, providing constructive feedback and support to drive continuous improvement. Analyze sales data and reports to identify trends and opportunities for improvement in sales processes and strategies.</li> <li>Implement strategy to analyze performance of regions / areas / branches with respect to deposit mobilization, cross sell, targets achievement, score cards, calculation of incentives and allowances.</li> <li>Daily monitoring of retail business units to ensure achievement of monthly deposit &amp; cross sell growth and budgeted numbers. Making analysis of various deposit categories, products, sales staff.</li> </ul> <p><b>Sales Team Management, Performance Measurement &amp; Service Quality</b></p> <ul style="list-style-type: none"> <li>Monitoring of Sales Teams through performance tracking, management of MIS of scorecard KPIs.</li> <li>Develop and implement a comprehensive sales coaching program to identify individual strengths and weaknesses, and equip team members with the skills and knowledge needed to succeed.</li> </ul> <p><b>Management Information System</b></p> <ul style="list-style-type: none"> <li>Develop periodical analysis / MIS / reports to gauge productivity and assist management in efficient and effective decision making.</li> </ul> | <p><b>Qualification:</b> Minimum Bachelor's degree from HEC recognized institution.</p> <p><b>Age:</b> Upto 55 Years as of <b>November 21, 2024.</b></p> <p><b>Experience:</b> Minimum 05 years of Banking and 01 years' relevant experience. Preference will be given who have Strong knowledge of Islamic products and have skill in MS office.</p> |

## Important Note:

- Only shortlisted candidates shall be called for interview. No TA/DA will be admissible.
- The Bank of Punjab reserves the right to accept or reject any application(s) without assigning any reason(s) thereof.
- The Bank is an equal opportunity employer. Females, minorities and PWDs, Transgender are encouraged to apply.
- The above position(s) carry market based competitive remuneration.

Individuals fulfilling the above mentioned criteria are encouraged to apply online through BOP career portal <https://www.bop.com.pk/Available-jobs> latest by **November 21, 2024.**