



Government of Pakistan Finance Division

VACANCY ANNOUNCEMENT

The EXIM Bank of Pakistan (EXIMBP) has been established to play a leading role as catalyst for Pakistan's export growth by providing export and import credit facilities, guarantees, insurance products and other supporting services. EXIM Bank will operate as a sustainable and profitable financial institution. The EXIM Bank intends to appoint **Chief Executive Officer**, to be posted at Head Office, situated at SBP Building, Lahore. Candidates meeting following criteria may apply.

Qualification & Experience

- A postgraduate qualification recognized by HEC in one or more of the following fields, finance, banking, economic or business management;
- At least twenty years' relevant experience in a senior management capacity in a financial or development finance institution, of which ten years in a leadership role preferably at an Export Credit Agency or EXIM Bank, with in-depth knowledge of export and trade finance, lending and insurance products, risk management, legal and regulatory compliance requirements within the financial and insurance sector;
- Experience of working in a political setting, and ability to influence and negotiate at the highest level and build successful relationships;
- A sound understanding of the international and local trade and export financing landscape; and
- Experience and a proven track record in the successful design and implementation of business strategy.
- Maximum age 55 years.

Remuneration

Market based remuneration package, reflecting the level of skill and experience brought to the position, will be offered to the successful candidate.

Key Responsibilities & Competencies

Details of Key Responsibilities and Competencies may be downloaded from Finance Division's website www.finance.gov.pk.

Interested candidates (**Only Pakistani Citizens**) may send their applications to the undersigned at Room No. 312, "Q" Block Pak Secretariat Islamabad within **15 days** of publication of this advertisement. Applications must be accompanied by:-

- A concise letter, outlining how the applicant meets the requirements for the position, and providing written consent to be subjected to whatever probity checks deemed necessary;
- A detailed *curriculum vitae*;
- Certified copies of academic qualifications;
- Certified copy of valid national identity document/passport;
- Details of three contactable references.

Note:- Successful candidate will also have to meet Fit and Proper Test (FPT) criteria of SBP available at <http://www.sbp.org.pk/bprd/2015/C5.htm>. Only shortlisted candidates will be called for interview(s) for which no TA/DA will be paid.

Rauf Ahmad

Deputy Secretary (IF)

Ph:(0092)51-9204482: Fax:(0092)51-9201152

KEY RESPONSIBILITIES AND COMPETENCIES

Key Responsibilities

Reporting to the Board of Directors, the incumbent will have the unique opportunity to shape and develop Pak EXIM to a fully-functional institution and key pillar of Pakistan's export and trade promotion strategy. The CEO will initially lead a small internal team to provide a range of financial products and services to support Pakistani exporters across the country and across all business sectors. The CEO will work effectively with, and be a key advisor to the Board of Directors, informing government priorities and implementing respective policies. As an influential advocate and ambassador of Pakistan's export potential, the CEO will work with key stakeholders regionally, nationally and internationally to promote Pak EXIM's services and forge lasting partnerships.

Competencies

- A well-established professional reputation, and a record of unquestioned professional integrity;
- A proven ability to provide both strategic and operational leadership to translate organisational goals and objectives into concrete outcomes;
- Well developed negotiation skills, networking abilities and communication skills;
- Well grounded ability to lead and motivate staff and promote lasting engagement towards achieving shared objectives;
- A strong commitment towards Pakistan's development goals, with specific focus on the development and diversification of Pakistan's export base.