

The Bank of Punjab is one of the fastest growing Banks in Pakistan with its profound existence of **35+** years. It operates through a network of **900+** 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(s) in our **Commercial Banking Division (Consumer Banking Group)**. 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
Senior Relationship Manager Commercial Banking (Consumer Banking Group) Grade: Band-7 to Band-6 Location: Lahore	• Ensure all assigned hub/Team business targets are achieved. A balanced growth is achieved in financing to all segments under Commercial Banking Division. Ensure achievement of financial and non-financial objectives of the Division • Ensure on-boarding of New to Bank Customers. Establishing new relationships and strengthening & deepening relationships with existing customers. • Identify business opportunities to grow funded & non-Funded Business, structure proposals, negotiate terms and determine security arrangements. • Ensuring preparation and processing of credit proposals/ renewals relating to assigned relationships and carrying out financial analysis and credit risk assessment in conformity with the Bank's policy and SBP Prudential Regulations. • Ensure Turnaround Time defined by SBP or internal procedures, PPMs etc. for credit processing is met. • Liaising with other Business units for business leads & Cross-sell with other Business Groups. • Ensure no fresh NPL Addition in the portfolio and reduction in existing NPLs • Conducting periodical business calls to the customers and submission of business call/ visit reports in region and ensure timely recovery of installments/markups and other bank charges. • Ensure compliance with Bank's operational procedures and State Bank of Pakistan regulations. • Ensure housekeeping of portfolio at 100% regularized level. Satisfactory Audit Rating and timely Resolution of Audit/ SBP observation • Ensure Proper Screening of customer is conducted to ensure his/her eligibility for the Bank Products & Services & ensure Credit Discipline is maintained • Ensure Special attention to be given to needs of vulnerable persons. Ensure Fair and equal treatment to all customers in accordance with Bank's policies, procedures & PPMs • Monitoring compliance of the terms & conditions of the approved credit packages, ensuring record updating. • Ensure timely communication of any change in terms & conditions of the products to the customers. • Ensure the team gets adequate trainings on products knowledge, soft skills and FTC framework of the bank.	Qualification: Minimum Bachelor's or equivalent degree from an HEC recognized local/ foreign university. Experience: Minimum 07 years of banking experience. Preference will be given to candidates having 5 years of relevant experience. Age: Up to 55 years as on date of application.

Important Note:

- Only shortlisted candidates shall be called for interviews. 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, Differently Abled Persons (DAP) and 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 **Oct. 22, 2026**