

JOB POST

28th July 2025

At JS Bank, we are committed to fostering the growth and development of our employees. To augment your career growth, we are offering you with an exciting opportunity to work in the Treasury & Capital Markets Group where you will embrace new challenges work towards finding optimal solutions and advance your career at JS Bank. If you're ready to explore new possibilities and make a greater impact, we encourage you to apply for the latest opening.

Take the next step in your career and unlock your full potential!

POSITION TITLE	NUMBER OF POSITIONS	LINE OF BUSINESS (LOB)	GRADE	CITY
Senior Dealer Sales	One (01)	Treasury	VP I/II	Karachi

ELIGIBILITY

Education:

1. Bachelor's degree in Business/Accounting/Finance or related field and CFA Level 1 cleared (Master's will be preferred).

Experience: Minimum 7 Years of Banking Experience with basic knowledge of Economic fundamentals, Regulatory and Product Knowledge, proven track record of Client Relationship management along with Money Market Product knowledge.

Communication with Stakeholders:

Internal Contacts: Managers | Senior Leadership | Compliance | Treasury Ops | Trade | Remittance Dept. etc.

External Contacts: Corporates/Commercial & SMEs | NGOs/NPOs | GOV Entities | HRC Clients | MFBs | | SOEs | Institutional Investors etc.

JOB DESCRIPTION	SKILLS & KNOWLEDGE
• Managing existing client relationships with focus to increase the NFI • Closely Liaison with Business Segments to Market NTBs and bring in dormant clients • Cross Sell Fixed Income Securities to existing Corporate and Retail & Institutional Investors • Implement the Primary Dealer Plan in liaison with Head of Sales to increase customer base and Volumes in Primary & Secondary Market • Effectively Liaison with Trade and Remittance Departments to ensure there is no built up of overdue LCs/Trade Contracts in line with existing SOPs and all Trade and SBP approvals are executed within the regulatory & Internal Control framework	• Knowledge of Money Markets Bonds and Derivatives will be an added advantage • Possesses knowledge of Economic Fundamentals in the Domestic and Global Economies • FX Regulatory Knowledge • Ability to market Investment products effectively to client • Relationship Management • Communication and Presentation Skills • Perseverance • Able to work and perform in high pressure environment

- Ensure all Transactions executed are within the Compliance of internal and regulatory requirements
- Consistently analyze the state of the Domestic and Global economy to predict the factors affecting the USD/PKR exchange Rate and other G7 Currencies.
- Knowledge of Derivatives will be an added plus
- Open to Travelling on a Pan Pakistan Basis to built up on current client relationships and aid Business to market NTBs.
- Liaison with Head of Sales to ensure Trading Programs are updated and in line with the prevailing regulatory framework
- Strive to improve current SOPs and process flows to be in line with Best practices

APPLICATION PROCESS

- Interested candidates are invited to submit their updated resumes at riz.ahmed@jsbl.com
- Kindly mention the position you're applying for in the subject line of the email.
- Only short-listed candidates will be contacted for an interview.

SUBMIT YOUR APPLICATION BEFORE August 04, 2025!