CFA Society Pakistan

PKIC is hiring!

We're looking for a Senior Officer to join our Corporate & Investment Banking (CIB) department at our Head Office in Karachi.

The role involves managing portfolios of new and existing corporate clients across the South region and developing business relationships to support PKIC's corporate financing objectives. Key responsibilities include identifying and engaging potential corporate clients, understanding their financing requirements, and facilitating debt financing opportunities.

The position will also involve developing financing proposals and obtaining in-principle and firm approvals, including coordinating with the Risk Management Division (RMD) and seeking Executive Committee (EC) approval where required. The successful candidate will manage reviews and renewals of existing proposals, ensure all compliance requirements are fulfilled, and coordinate post-approval documentation for client onboarding.

In addition, the role involves conducting regular client calls and site visits for effective credit monitoring, strengthening existing business relationships, ensuring timely repayments, and contributing towards liabilities growth through the onboarding of clients for Certificates of Investment (COIs).

The ideal candidate should have strong relationship management, business development, analytical, and communication skills, along with a sound understanding of corporate banking, credit facilities, and regulatory requirements.

📍 Location: Karachi – Head Office
💼 Grade: Senior Officer
🏢 Department: Corporate & Investment Banking
📅 Last Date to Apply: 31st October
🎓 Education: Preferably MBA from a recognised institution, or ACCA/CA/CFA/FRM
💼 Experience: Minimum 4 years of experience in the Banking & Financial sector
Undergraduate candidates may also be considered based on experience and other relevant criteria.

The role will contribute to building sustainable client relationships and driving revenue and profitability while ensuring compliance with PKIC's policies and procedures, State Bank of Pakistan (SBP) guidelines, and applicable laws and regulations.

PKIC is an equal opportunity employer and values diversity. Persons with Disabilities (PWDs), especially women, are strongly encouraged to apply.

Shape your career with an organisation committed to strong governance and financial discipline. Apply now by sharing your CV at **careers@pkic.com**, mentioning the job title in the subject line.