

## **Position: Head of Corporate Business**

**Organization:** The Premier Bank PLC

**Job Grade:** Executive Vice President (EVP) to Deputy Managing Director (DMD)

**Location:** Bangladesh

**Age Limit:** Up to 57 years

**Experience:** Minimum 15 years

### **About The Role**

The Premier Bank PLC., with a strong network of 136 branches and 67 sub-branches across the country, is on a growth trajectory to expand its footprint and services nationwide. As part of its commitment to corporate excellence, financial inclusion, and good governance, the Bank is seeking a dynamic and experienced professional to lead its **Corporate Banking Division**.

The **Head of Corporate Banking** will play a strategic leadership role in driving business growth, strengthening client relationships, and ensuring a high-quality corporate credit portfolio aligned with regulatory and institutional standards.

### **Key Responsibilities**

#### **Strategic Leadership & Business Growth**

- Lead and manage the Corporate Banking Division with strategic focus on business growth, profitability, and portfolio quality.
- Formulate and implement business plans to expand corporate lending, structured finance, and relationship banking.
- Identify new market opportunities and innovative financial products to meet client needs and increase the Bank's market share.

#### **Client Relationship Management**

- Develop and maintain strong relationships with large corporates, multinationals, and institutional clients.

#### **Credit Oversight & Risk Management**

- Oversee credit proposals, ensure due diligence, and maintain high credit standards in line with the Bank's credit policy and Bangladesh Bank regulations.
- Monitor the performance of the corporate banking portfolio, ensuring asset quality and minimizing NPLs.

#### **Cross-Functional Collaboration**

- Collaborate with Risk Management, Credit Administration, Treasury, and Recovery Divisions for efficient end-to-end corporate banking operations.

#### **Performance Monitoring & Reporting**

- Represent the Division in senior management and Board Committees with performance reports, strategy updates, and policy recommendations.

**Regulatory Compliance & Governance**

- Ensure regulatory compliance, proper documentation, and adherence to internal audit and compliance guidelines.

**Team Leadership & Development**

- Guide and mentor relationship managers, ensuring achievement of business targets and compliance with internal policies.

**Additional Responsibilities**

- Undertake any other assignment as directed by management.