

SME CERTIFICATION FOR RELATIONSHIP MANAGERS

DATE: May 23, 2017

FEE: PKR 8,500/- per participant

VENUE: SBP (BSC), Quetta

TIMINGS: 9:00 am to 5:00 pm

5%
DISCOUNT
on 3-5 nominations

10%
DISCOUNT
on 6+ nominations

LAST DATE OF REGISTRATION:
May 22, 2017

Course Facilitator:
Mr. Muhammad Abid Nigah

COURSE OVERVIEW:

Small & Medium Enterprises (SME) serve as an engine of growth for industrial and economic development. SME sector in Pakistan has a large potential which needs to be tapped for an accelerated industrial growth, employment generation and increasing exports. For the purpose, SMEs' access to finance from formal sector needs to be enhanced. Cognizant of the situation, SBP has provided an enabling regulatory environment for SME financing. This course will enable the participants to increase their focus on SME financing by aligning their marketing/financing strategy in line with regulatory requirements.

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The Institute
of Bankers
Pakistan



LEARNING OBJECTIVES :

This one-day program will enable participants to understand dynamics of SME banking/business and the revised regulatory framework for SME Financing. The program will enhance understanding of the participants about SBP PRs for SME Financing, thereby facilitating them in complying with the regulatory framework and consequently preventing penalties imposed by the Regulator. It will facilitate in identifying right customers to promote SME financing.

COURSE CONTENT:

Introduction and Overview of SME Sector in Pakistan.

- Identifying SME Needs
- Prudential Regulations for SME
- Financing of SMEs
- Products for SME Sector
- Sales/credit growth planning, plan implementation, performance monitoring against plan
- Distribution channel management and routine planning for client acquisition, client retention, cross-selling techniques and monitoring timely disbursement of SME loans.
- Portfolio management (growth, quality, profit & loss) and collection paradigm enforcement.
- Sales team performance management, career planning and development.
- Correspondence with CAD & other stakeholder within & outside the bank.

WHO SHOULD ATTEND?

Relationship Managers handling SME portfolio in banks.

CERTIFICATE

A certificate of qualification will be awarded by IBP to those who qualify the post assessment test; non-qualifying participants will be awarded with participation certificate only.

METHODOLOGY

Following methods will be used to convey the content:

- Open Discussions
- Case Studies
- Brainstorming
- Presentations/Mini-lecture

FACILITATOR:

Muhammad Abid Nigah

RGM Credit, Habib Bank Ltd.

Mr. Abid has rich experience of more than 22 years in the banking industry. Currently he is serving as RGM Credit at Habib Bank Limited (HBL). He is managing all credit-related affairs of Baluchistan region. He scrutinizes the credit proposals and is also responsible for marketing of assets {SEs & MEs, Commercial, Agriculture, Government (commodity financing) Consumer Financing (PIL, Auto, Credit Cards)}. In the past, he has served MCB Bank Limited as Manager Foreign Trade & Operations, SME Bank as Manager Operations and Askari Bank as Branch Manager. He has conducted various courses for State Bank of Pakistan, IBP, NIM and HBL on the topics of Credit Analysis, Foreign Exchange Operations, Banking & Finance etc. His academic qualifications include MBA (Finance) from the Institute of Management Sciences, M.Sc. (Mathematics) (IMS) from University of Baluchistan and DAIBP from The Institute of Bankers Pakistan.

CONTACT DETAILS:

Mr. Sher Jan/Mr. Murtaza T (081) 2822164 F (081) 9201518

NOTE: Payment should be made on or before the course start date in the name of "THE INSTITUTE OF BANKERS PAKISTAN".

Please send nominations/requests for participation at least two days before the training date.