

BRAC Bank PLC is a full-service private commercial bank in Bangladesh, aiming to become the most trusted, innovative and inclusive bank, driven by purpose and powered by people. It plays a pivotal role in shaping the country's financial future, with a clear focus on sustainability. With the highest market capitalization, the highest international shareholding and the country's best credit rating, the bank leads the Bangladesh banking industry in key financial metrics. BRAC Bank is considered the standard bearer of good governance, ethics and values-based banking. BRAC Bank today serves as a trusted partner for individuals and businesses across every segment of the economy - Small & Medium Enterprises (SME), Corporate & Institutional and Retail Banking.

BRAC Bank seeks an ambitious, intelligent, purpose-driven, and enthusiastic individual for the following position in its Wholesale Banking Division:

Manager, Trade Development

Employment Type: Full-time

Job Grade: SPO

Job Location: Dhaka

KEY RESPONSIBILITIES:

- The role is primary focused on originating trade business, increase NFI and generating new trade ideas for the corporates, working along with Corporate Relationship Team, trade operations, FI and other stakeholders to make BRAC Bank as preferred trade bank in Bangladesh.
- Engage with customers to identify the opportunity to cater more trade business: such as- lien incremental export contract, on board new buyers, offer diversified product from existing pool, and provide customized solution.
- Establishing trusted relationship with client as their first contact point of trade transactions.
- Ensuring optimum utilization of trade limit of existing clients.
- Monthly monitoring of trade volume so that run rate can be tracked.
- Identify trouble points in Trade Service and suggest remedial measures.
- Advising pipeline deals to Relationship Manager (RM) for necessary facility arrangements, if required.
- Trade RM shall conduct wallet exercise (for both Import and Export) of customers itself, their group and their partner banks and help asset RM to increase wallet from the clients and their group.
- Each TDS RM needs to call his allocated customers individually notifying respective RM or along with RM, as appropriate.
- TDS RM shall look for inorganic way of growing trade business offering diversified trade product and developing customized solution.
- TDS RM shall assist the Transaction Banking team to explore providing TB solutions for the clients assigned under their portfolio.
- Engage with RM and trade operations to identify requirement and formulate different kind of MIS as required by Corporate RMs.
- TDS RM shall work to grow the portfolio of Buying House business.
- Performance evaluation is based on the provided KPI.

KEY QUALIFICATIONS:

- Post-graduation/Graduation from a reputed UGC-approved university with satisfactory academic track record.
- Minimum of 5-8 years of progressive experience in relevant field.
- Sound knowledge of Foreign Exchange regulations, local and international trade regulations.
- Must have effective communication, interpersonal, and negotiation skills.
- Must be skillful in preparation and analysis of MIS.
- Pro-active, Self-motivated, hardworking team player, able to work under pressure and have the mind set to meet deadline.
- Expert in customer-centricity, self-propelled, and capable of meeting deadlines.

BRAC Bank is a values-driven organization that prioritizes the protection of all its stakeholders, including coworkers and the community we work in, from harassment, abuse, neglect, exploitation, and discrimination. As an equal opportunity enabler, BRAC Bank encourages applications from any gender-diverse individuals and persons living with a disability. We consider personal persuasion to be a disqualification of candidature

If you want to take up the challenge please apply.

[Apply Now](#)

Only short-listed candidates will be communicated for the next stage as per the recruitment process. BRAC Bank reserves the right to accept or reject any application without assigning any reason whatsoever.

BRAC Bank does not charge any fee at any stage of the recruitment process.

Application Deadline: 18 May 2026

BRAC BANK
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Member of:

Global Alliance for
Banking on Values



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ASIAN
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S&P Global
Ratings

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