

## Career Opportunities



**National Logistics Cell (NLC)** is transforming itself into a leading multimodal logistics & engineering enterprise of Pakistan with global outreach while pursuing exigent business opportunities to provide futuristic and comprehensive logistics & engineering solutions for the development of industry and business in Pakistan. Toward this end, NLC is looking for dynamic corporate professionals for the following positions on contract basis: -

Ser	Job Details	Job Description
1.	<p>Position: <b>General Manager Sales</b>                      Vacancy: 01                      Location: Rawalpindi</p> <p><b><u>Selection Criteria</u></b>                      Qualification: Masters / MBA Marketing or 16 years of relevant equivalent qualification.                      Experience: Minimum 12-15 years proven working experience as Manager / Senior Manager / General Manager Sales, experience in formulating sales strategies, review sales reports, goal setting &amp; executing sales planning, preparing sales budget projections &amp; growth presentation and analysis.</p>	<ul style="list-style-type: none"> <li>• Providing overall leadership &amp; execution of a sales strategy for business branch.</li> <li>• Plan and execute sales strategies / business plans to meet revenue goals.</li> <li>• Build well targeted business plans and strategies for complete sales team and driving sales activities to achieve target with margin.</li> <li>• Develop new product to increase product range to achieve revenue stream.</li> <li>• Monitor costs, budgets, progress and present performance reports.</li> <li>• Develop risk assessments and pricing structures for products to work towards commercial opportunities.</li> <li>• Attend networking events and build industry communication in order to facilitate business growth.</li> <li>• Leading sales team, including hiring, training, workloads, schedules and deadlines.</li> <li>• Develop customized solutions for customized projects. Work collaboratively and effectively with operations branch for specialized and customized requirements.</li> <li>• Monitor local and federal regulations.</li> <li>• Conduct Competitor Analysis by keeping abreast of market trends and competitor moves.</li> </ul>

Ser	Job Details		Job Description
2.	Position: Vacancy: Location:  <u><b>Selection Criteria</b></u> Qualification:  Experience:	<b>Senior Manager Sales</b> 01 Lahore  Masters / MBA Marketing / Communications or 16 years of relevant equivalent qualification. Minimum 10-12 years proven working experience as Manager / Senior Manager Sales & Business development or relevant experience, experience in B2B and B2C sales, experience in running & managing sales team.	<ul style="list-style-type: none"> <li>• Developing sales strategy for all NLC SBUs to maximize business volumes in a defined geographical area.</li> <li>• Customer visits along with team for new business opportunities and deep selling within existing customers.</li> <li>• Build and maintain strategic partnership with customers and drive customer satisfaction through superior service and execution.</li> <li>• Customer relationship management to identify opportunities for new businesses.</li> <li>• Analyze data and generate reports to identify opportunities for new businesses.</li> <li>• Develop coordination tools with Plans &amp; Logistics branch to review business performance.</li> <li>• Weekly, Monthly &amp; Quarterly business reports to evaluate regional performance and gap analysis.</li> <li>• Team building, team training &amp; capacity development of respective team members in line with NLC's goals.</li> <li>• Preparing Annual Sales Budget of your respective region.</li> <li>• Spell out customer requirements &amp; expectations to logistics department.</li> <li>• Manage the departmental tasks and provide guidance and feedback to other members of Sales team.</li> <li>• Supervise sales team, including hiring, training, workloads, schedules and deadlines.</li> <li>• Coordinate business projects from start to finish.</li> </ul>

Ser	Job Details		Job Description
3.	Position: Vacancy: Location:  <u><b>Selection Criteria</b></u> Qualification:  Experience:	<b>Senior Manager Sales (Projects)</b> 01 Rawalpindi  Masters / MBA Marketing / Communications or 16 years of relevant equivalent qualification. Minimum 10-12 years proven working experience as Manager / Senior Manager Sales or similar position, experience in handling business project, managing team and prepare project feasibilities along with business project execution.	<ul style="list-style-type: none"> <li>• Develop business project scopes and objectives, involving all relevant stakeholders and ensuring technical and financial feasibility of projects.</li> <li>• Designing &amp; Presenting business plan for new business projects for all NLC SBUs.</li> <li>• Coordination and alignment with internal resources and stakeholders for execution of business project.</li> <li>• Supervising business projects, monitoring execution plan and presenting progress.</li> <li>• Ensure that all projects are delivered on-time, within scope and within budget.</li> <li>• Ensure resource availability and allocation for new project.</li> <li>• Develop a detailed project plan to track progress.</li> <li>• Explore and materialize projects in domain of logistic vertical for all SBUs.</li> <li>• Design logistic solution for different industries and customers.</li> <li>• Developing and market new projects to increase overall business volume.</li> <li>• Provide on-site leadership for project team by building and motivating team members to meet project goals.</li> <li>• Manage all aspects of multiple related projects to ensure the overall program is aligned to and directly supports the achievement of strategic objectives.</li> <li>• Report on project success criteria results, metrics, test and deployment management activities.</li> <li>• Prepare estimates and detailed project plan for all phases of the project.</li> <li>• Preparing Annual Sales Budget of the respective SBU and region.</li> <li>• Spell out customer requirements &amp; expectations to related SBU.</li> <li>• Support in development and implementation of business plans, including promotional calendars and programs, new product introductions and other business projects.</li> <li>• Manage the departmental tasks and provide guidance and feedback to other members of Sales team.</li> </ul>

**Note: -**

- NLC offers attractive package and fringe benefits as per qualification and experience of the individuals.
- Only shortlisted individuals will be called for test / interview for which No TA / DA will be admissible.
- Detailed procedure regarding submission of applications, job specifications and other terms & conditions of employment are available on our website i.e. [www.nlc.com.pk](http://www.nlc.com.pk).
- NLC reserves the right to withdraw / amend the acquiring process at any stage without assigning any reason. Age limit up to 55 years.
- Last date for submission of applications is **22 November 2021**.

**Procedure**

- ❖ Candidates should apply through our online portal i.e. **careers.nlc.com.pk**