



DIRECTORATE OF INDUSTRIAL LIAISON

NED University of Engineering & Technology

University Road, Karachi-75270 Pakistan

Tel: (+92-21) 99261261-8, Ext: 2274, 2218, Email: dil@neduet.edu.pk



'SAY NO TO CORRUPTION'

29-10-2025

WE'RE HIRING

Business Development Executive (Furniture Segment)

Business Development Executive will be responsible for identifying and pursuing new business opportunities across corporate clients, dealers, architects and institutional buyers. The role involves promoting our premium range of office furniture and converting leads into long-term business partnerships.

Role Description:

- Proactively identify & acquire new clients, including offices, co-working spaces, interior designers, architects and distributors.
- Conduct in-depth market research to analyze customer needs, trends, and competitor offerings.
- Deliver impactful sales presentations and product demonstrations tailored to client requirements.
- Pursue business development opportunities through field visits, cold calling, referrals & networking.
- Build and maintain strong relationships with existing clients to ensure repeat and referral business
- Negotiate pricing, payment terms, and delivery schedules in coordination with internal teams
- Represent the company at trade shows, exhibitions and industry events to boost brand presence
- Maintain accurate records of leads and activities using CRM tools
- Identify untapped market segments, emerging trends, and partnership opportunities.

Qualification & Experience:

- Minimum Bachelor's degree in Business or related field
- 2 to 3 years of relevant business Development or field sales experience

To Apply:

careers@khi.master.com.pk

Location

Shahra-e-Faisal, KHI



Master Group of Industries



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WE'RE HIRING

Assistant Manager Corporate Sales

(Office Furniture Segment)

We are seeking a dynamic professional to drive B2B sales growth in the corporate sector by acquiring new clients and consistently exceeding sales targets through strategic negotiation and collaboration

Role Description:

- Identify & pursue new business opportunities to boost sales
- Stay ahead of industry trends and understand customer needs through ongoing research
- Develop and execute monthly sales visit plans to maximize client engagement
- Prepare and deliver compelling sales presentations to prospective clients
- Consistently meet or exceed monthly sales targets, aiming for at least 80% market share
- Identify business opportunities, generate leads and reach out to potential clients
- Maintain and enhance relationships with clients, offering after-sales support
- Provide insights into market trends through regular sales reporting
- Conduct regular visits to architects and contractors to build partnerships
- Oversee the entire sales process from quotation to delivery, ensuring timely payment recovery
- Lead negotiations and close deals that align with company objectives

Qualification & Experience:

Minimum Bachelor's degree in Business or related field
5 to 6 years of relevant product selling experience

To Apply:

careers@khi.master.com.pk

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