



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'

11-08-2025

HIRING BUSINESS UNIT HEAD - PHARMACEUTICALS



A reputed industrial chemicals and materials distribution company is looking for a highly experienced and strategic **Business Unit Head – Pharmaceuticals** for its Karachi office.

THE ROLE

This role will be responsible for overseeing the unit's commercial strategy, operations, team leadership, and financial performance. The ideal candidate should have in-depth industry knowledge in pharmaceutical raw materials and excipients, a strong network within the pharma manufacturing sector, and proven experience in leading high-performing sales and business development teams.

THE WORK

- Lead the overall business strategy, growth, and profitability of the Pharmaceutical Business Unit.
- Identify and develop new business opportunities with pharmaceutical manufacturers, formulators, and contract manufacturers.
- Oversee sales operations, key account management, and client relationship development.
- Manage supplier relationships for sourcing active pharmaceutical ingredients (APIs), excipients, and specialty chemicals.
- Lead, mentor, and develop a high-performing sales and technical team.
- Monitor and ensure compliance with relevant pharmaceutical industry regulations and quality standards.
- Analyze market trends, customer insights, and competitor activities to drive informed strategic decisions.
- Prepare and manage budgets, sales forecasts, and business performance reports.
- Ensure cross-functional coordination with other departments for seamless operations.
- Represent the company at industry forums, conferences, and exhibitions.

THE MUST-HAVES

- Bachelor's or Master's degree in Pharmacy, Pharmaceutical Sciences, Chemistry, or Chemical Engineering. MBA in Marketing is preferred for candidates with a strong technical background.
- Minimum 10-12 years of relevant experience in the pharmaceutical industry, including 3-5 years in a leadership or business unit management role.
- Proven expertise in sales, business development, and client relationship management within the pharmaceutical raw materials space.
- Strong understanding of pharmaceutical formulations, regulatory standards, and procurement processes.
- Demonstrated ability to lead teams, drive commercial success, and manage P&L responsibility.
- Excellent negotiation, communication, and strategic thinking skills.
- Willingness to travel for business development and supplier/customer engagement.

READY TO APPLY?

Send your CV with the subject line 'Application for BU - Pharmaceuticals' to amber.anwar@888hz.consulting by August 22, 2025.

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'SAY NO TO CORRUPTION'

HIRING SALES EXECUTIVE - POLYMER & RUBBER (KARACHI)



A reputed industrial chemicals and materials distribution company is looking for a dynamic and results-oriented **Sales Executive** in Karachi.

THE ROLE

The ideal candidate will be responsible for managing and growing B2B customer accounts, identifying new business opportunities, and driving sales of polymer and rubber raw materials across industrial sectors. The candidate must understand the chemical distribution landscape and possess the technical know-how to effectively communicate product value to clients.

THE WORK

- Develop and implement sales strategies to achieve growth targets.
- Manage and grow existing B2B client relationships and identify new prospects in relevant industries.
- Conduct technical presentations and product demonstrations tailored to client needs.
- Collaborate with the team to provide application support and resolve customer issues.
- Monitor market trends, competitor activity, and customer behavior to identify new opportunities.
- Negotiate contracts and pricing agreements in line with company policies.
- Prepare regular sales forecasts, activity reports, and market intelligence updates.
- Coordinate with logistics and supply chain teams to ensure timely delivery and customer satisfaction.
- Attend industry trade shows, exhibitions, and customer meetings to promote the brand.

THE MUST-HAVES

- Bachelor's degree in Chemistry, Chemical Engineering, Polymer Science, Industrial Engineering, or a related field.
- Candidates with a BBA in Marketing may be considered if they have relevant sales experience in the polymer and rubber raw materials market.
- 2-3 years of relevant sales experience in the industrial chemicals, polymers, or rubber raw materials industry, preferably in B2B environments.
- Strong knowledge of polymer and rubber raw materials and their industrial applications.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated, organized, and capable of working independently as well as within a team.
- Willing to travel within and outside the city for client visits as needed.

READY TO APPLY?

Send your CV with the subject line 'Application for Sales Executive (Polymer) - Karachi' to amber.anwar@888hz.consulting by August 22, 2025.

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'SAY NO TO CORRUPTION'

HIRING SENIOR SALES EXECUTIVE - POLYMER & RUBBER (LAHORE)



A reputed industrial chemicals and materials distribution company is looking for an experienced and driven **Senior Sales Executive** in Lahore.

THE ROLE

This role requires a professional with in-depth industry knowledge, strong B2B sales capabilities, and the ability to manage key accounts while identifying and developing new business opportunities. The ideal candidate will play a critical role in achieving revenue goals and contributing to the long-term growth of the unit.

THE WORK

- Lead B2B sales for polymer and rubber raw materials across various industrial sectors.
- Identify and develop new business opportunities and strategic partnerships.
- Manage high-value accounts, maintain long-term relationships, and ensure customer satisfaction.
- Provide technical sales support, including detailed product presentations and application discussions.
- Monitor and analyze market trends, pricing, customer behavior, and competitor strategies to guide business development efforts.
- Prepare annual sales plans, forecasts, and performance reports for senior management.
- Collaborate with product and logistics teams to deliver client-focused solutions.
- Participate in trade shows, exhibitions, and industry networking events.

THE MUST-HAVES

- Bachelor's/Master's in Chemistry, Chemical Engineering, Polymer Science, Industrial Engineering, or a related technical discipline.
- Candidates with MBA in Marketing may be considered if they have relevant sales experience in the polymer and rubber raw materials market.
- Minimum 3-5 years of B2B sales experience in the industrial chemicals, polymers, or rubber raw materials sector.
- Strong knowledge of polymer technologies with demonstrated commercial success.
- Proven ability to manage key accounts and close high-value deals.
- Good leadership, communication, and negotiation skills
- Self-motivated with a strategic mindset and strong business acumen.
- Willingness to travel as per business requirements.

READY TO APPLY?

Send your CV with the subject line 'Application for Senior Sales Executive (Polymer) - Lahore' to amber.anwar@888hz.consulting by August 22, 2025.

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