



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'

07-08-2025



We are hiring! Sales Engineer

Role Description

The Sales Engineer will be responsible for driving sales of our refrigeration products and cold storage solutions while providing technical expertise and customer-focused support to our clients across various industries. The Sales Engineer will work closely with the sales team to coordinate and assist with customer orders, including order entry, tracking, and reporting.

Key Responsibilities

- Identify and pursue new business opportunities across Pakistan and build relationships with key stakeholders.
- Present and demonstrate Company's products and services to customers, providing technical guidance, product customization, and system design solutions.
- Oversee the sales process from initial inquiry to product delivery, ensuring timely and efficient implementation of projects.
- Work closely with internal teams including engineering and fabrication, sales and business development and logistics to deliver high-quality, integrated solutions to customers.
- Lead negotiations, finalize contracts, and ensure that all terms and conditions are met to successfully close sales deals.
- Track market trends, customer needs, and competitive intelligence. Prepare regular sales reports, forecasts, and contribute to the development of sales strategies.

Requirements

- Bachelor's degree in Engineering (Mechanical, Electrical, or Industrial), Business, or a related technical field.
- 2-3 years of experience in sales engineering, technical sales, or a related field.
- Familiarity with refrigeration, cold storage solutions, or HVAC systems is preferred.
- Proven track record of sales success, strong negotiation skills, and the ability to close deals.
- Ability to understand and explain complex refrigeration and cold storage systems to clients with varying technical knowledge.

Location

Karachi, Pakistan.

Company Description

Kelvin Controls Pvt Ltd is a leading technology provider and system integrator of refrigeration and cooling systems. We provide project execution, consultancy, and maintenance services as well as supply technology equipment to major end users to solve their most pressing issues on temperature control. The company has in-depth expertise in the turnkey execution of cold chain facilities.

How to Apply

Email your CV with the Subject "Sales Engineer" to hr@kelvincontrols.com by **Friday, August 22, 2025**.

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www.kelvincontrols.com



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We are hiring! Trainee Engineer

Role Description

The ideal candidate will assist senior engineers in troubleshooting and resolving technical issues while gaining hands-on experience in the installation, testing, commissioning and maintenance of industrial refrigeration equipment. It's an excellent opportunity for a fresh or early-career engineer to build a solid foundation in the refrigeration industry.

Key Responsibilities

- Assist senior engineers in the installation, testing, and commissioning of industrial refrigeration systems.
- Support troubleshooting activities for refrigeration units, chillers, compressors, condensers, valves, and piping networks.
- Gain basic understanding of PLC systems, supporting configuration and monitoring under supervision.
- Participate in routine and emergency maintenance activities, including performance testing and reporting.
- Prepare and review technical documentation, including installation reports, maintenance logs, and operation manuals.
- Assist in cost estimation and preparation of technical sales quotations.
- Participate in client visits to gather technical requirements and help deliver effective solutions.
- Adhere to all safety procedures, industry regulations, and internal quality standards.
- Continuously learn about emerging technologies and industry best practices.

Requirements

- Bachelor's degree in Engineering (Electrical, Electronics or Mechatronics).
- Fresh graduate or up to 2 years of experience in industrial refrigeration, HVACR, or related fields.
- Understanding of refrigeration principles, thermodynamics, fluid dynamics, and heat transfer.
- Familiarity with PLC systems and basic exposure to automation/control logic is a plus.
- Familiarity with CAD software such as AutoCAD, SolidWorks, or similar is a plus.
- Strong problem-solving and analytical skills.
- Excellent communication and teamwork abilities.
- Willingness to travel to client sites and work in a hands-on technical environment.

Location

Karachi, Pakistan.

Company Description

Kelvin Controls Pvt Ltd is a leading technology provider and system integrator of refrigeration and cooling systems. We provide project execution, consultancy, and maintenance services as well as supply technology equipment to major end users to solve their most pressing issues on temperature control. The company has in-depth expertise in the turnkey execution of cold chain facilities.

How to Apply

Email your CV with the Subject "Trainee Engineer" to hr@kelvincontrols.com by **Friday, August 22, 2025**.

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