



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'



Dated: 02-7-2025

Job Title: *Manager – Enterprise Sales (IoT & Cybersecurity)*

Location: Karachi, Pakistan

Industry: IoT & Cybersecurity

About the Role:

We are hiring a motivated **Enterprise Sales Manager** to help grow our business in **IoT and cybersecurity solutions**. This role involves working with companies across Pakistan, creating strong relationships, and closing high-value B2B sales.

Main Responsibilities:

- Create and implement sales plans to meet targets
- Find and bring in new corporate clients from industries like finance, logistics, and manufacturing
- Communicate with senior decision-makers and technical teams
- Manage the full sales process – from finding leads to closing deals
- Work with technical teams to build custom solutions for clients
- Keep an eye on market trends and competitors
- Share regular sales updates and reports
- Represent the company at events and conferences

Requirements:

- Bachelor's or Master's degree in Business, Marketing, Engineering, or similar
- At least 5 years of B2B sales experience (preferably in tech, IoT, or cybersecurity)
- Good understanding of IoT or cybersecurity is a strong plus
- Strong communication, negotiation, and presentation skills
- Self-driven, results-focused, and tech-friendly
- Comfortable working in a fast-moving environment

Interested candidates send their CVs at: jobs@hrconsol.com clearly mentioning the **position title** in the subject line of the email.



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'SAY NO TO CORRUPTION'

Job Title: *Intern – Revenue Assurance*

Education: Intermediate

Experience: Fresh (No experience required)

Job Description:

- Support in achieving monthly revenue targets
 - Conduct account and grid audits
 - Assist with customer queries and support
 - Coordinate with departments to resolve payment issues
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Requirements:

- Good communication skills
- Willingness to learn and grow

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'SAY NO TO CORRUPTION'

Job Title: Interns – Corporate Services Department

Expected Joining: Immediate

Key Responsibilities:

- Communicate with customers through calls, emails, and visits
- Follow up and resolve customer issues by coordinating with relevant departments
- Promote and pitch TPL's additional services to customers

Requirements:

- Qualification: Intermediate or Graduate
- Experience: Fresh graduates/intermediate students welcome
- Skills: Strong communication and follow-up skills.

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'SAY NO TO CORRUPTION'

Job Title: *Software Engineer*

Department: IT

Requirements:

- Bachelor's degree in Computer Science
- 3+ years of experience in software development
- Hands-on experience with .NET Core MVC, Web APIs, Entity Framework, and SQL Server
- Strong in object-oriented programming (OOP), SOLID principles, and design patterns
- Experience with enterprise-level applications
- Good communication and problem-solving skills

The role is responsible for:

- Build and maintain high-quality business applications
- Work with other teams to deliver reliable software
- Design secure and optimized databases
- Follow industry best practices and clean coding
- Support and mentor junior developers

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