



## DIRECTORATE OF INDUSTRIAL LIAISON

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**'SAY NO TO CORRUPTION'**

09-12-2025



**Jaffer Hilti Division** is currently hiring for the position of **Area Sales Manager** based in **Karachi**.

**Position:** Area Sales Manager

**Location:** Karachi

**Division:** Jaffer Hilti Division

Our Hilti division provides high-performance construction tools, fastening systems, and engineering solutions for major projects. We collaborate closely with contractors and consultants, making this role ideal for individuals with experience in construction products, technical sales, and project-based selling.

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**Experience Required:**

- 4-5 years of strong sales experience with a proven, trackable sales record in the **construction or related industry**.
- Demonstrated success in leading and developing sales teams.

**Education:**

- Bachelor's degree in **Civil or Mechanical Engineering**.
- **MBA in Sales/Marketing** is an added advantage.

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**Key Responsibilities:**

- Lead and coach the sales team to achieve targets and develop future talent.
- Build a strong customer pipeline and manage key accounts through CRM oversight.
- Maintain customer relationships via product demos, site visits, and technical support.
- Increase project penetration by offering complete Hilti solutions.
- Review and refine sales strategies with regional leadership.
- Collaborate with marketing, engineering, and support teams on aligned initiatives.
- Maintain accurate project and account tracking with timely reporting.
- Support budgeting and planning for short- and long-term objectives.
- Maintain DSO and overdue targets through effective credit and recovery management.
- Drive Sales Management Process (SMP) and strengthen multi-channel selling.

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**Interested candidates may apply by sending their CV to:**



[saad.sajid@jaffer.com](mailto:saad.sajid@jaffer.com)

**Subject Line:** Area Sales Manager



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