



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'

18-05-2026



WE ARE HIRING

Asst. Manager / Executive Sales

Position is Based in KHI-HO DHA-
Phase 2

Qualifications /Experience

Candidate should hold a Bachelors degree and 1 to 3 years of Relevant experience in customer development and sale of construction industry i.e. cement, cables, paints, lights and building supplies.

Key job responsibilities

- ▶ **Sales Target Achievement:** Proactively working to achieve monthly, quarterly, and annual sales targets and recovery goals for electrical cables, power cables, and wiring devices.
- ▶ **Business Development:** Identifying, approaching, and securing new industrial clients, builders, developers, and institutional accounts.
- ▶ **Client Relationship Management:** Maintaining strong, long-term relationships with existing clients, consultants, and contractors to ensure repeat business.
- ▶ **Market Intelligence & Reporting:** Conducting market visits on a daily basis to monitor competitor activity, pricing trends, and market demand, while providing detailed daily/weekly reports to the Zonal Manager.
- ▶ **Sales Operations & Technical Support:** Managing the full sales cycle—from inquiry, quotation, and BOQ (Bill of Quantities) preparation to negotiation, order finalization, and invoice generation, often using SAP or similar ERP systems.
- ▶ **Team Leadership:** Assisting in mentoring and managing field sales executives to ensure they adhere to sales plans

Relevant candidates with required qualifications and experience apply directly at hr@powercables.com.pk

Follow Directorate of Industrial Liaison (DIL):

<https://www.neduet.edu.pk/DIL>

<https://www.linkedin.com/in/directorate-of-industrial-liaison-652b3a221/>

<https://www.youtube.com/@directoratofindustrialiaison>

