



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'

09-02-2026



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, February 20, 2026**.

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www.kelvincontrols.com

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