



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'



**SUPER
BUTLER**.ai TM

11-08-2025

Position: **Senior Business Development Manager**

Location: **Onsite Karachi**

Industry: **Hospitality Tech (B2B SaaS)**

Key Responsibilities:

- Engage with hotel decision-makers in sales conversations and aim to close deals on any terms.
- Design customized pricing strategies and commercial offers tailored to each hotel's needs and operational model.
- Manage the entire negotiation process, ensuring agreement on terms and securing deals through strategic, professional engagement.
- Proactively address client concerns, encouraging open communication and clear outcome alignment.
- Collaborate with internal teams including finance, legal, and operations to close deals efficiently and support smooth implementation.
- Maintain accurate, real-time CRM records to ensure full visibility and reliable forecasting of deal progress.
- Identify growth opportunities across multi-property portfolios, hotel chains, and brand-level rollouts.
- Act as a liaison between UK, US, and Saudi-based teams and senior leadership to align and support international growth efforts.

Key Requirements:

- Minimum of 5 years of experience in B2B software sales, preferably within the hospitality industry.
- Comfortable speaking English and engaging with hotel owners, general managers, and department heads.
- Strong negotiation and deal-closing skills.
- Familiarity with tools like HubSpot, LinkedIn Sales Navigator, and basic proposal/quoting platforms.
- Demonstrated success in international markets, especially the UK and US, with knowledge of local business practices and hospitality buyer behavior.

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- (Optional but preferred) Experience selling to hotel groups or chains, with a strong grasp of multi-property deal structures and decision-making layers.
- Fluency in English with excellent written and verbal communication skills.

What We Offer:

- Competitive salary between PKR 200,000 to 300,000+, based on experience and interview performance, along with a performance-based commission structure.
- Equity offering in the global holding company.
- International business travel opportunities and allowances.
- Basic employee benefits, including medical coverage and paid time off.
- Career growth opportunities in a fast-paced, tech-driven environment.
- Work directly with an award-winning tech entrepreneur and leadership teams across the UK, North America, Saudi Arabia, and Pakistan.
- Exposure to cutting-edge technologies shaping the future of hospitality.
- A collaborative, supportive, and growth-oriented company culture.

How to Apply:

Interested candidates can send their CVs directly to recruitment@superbutler.ai



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