



DIRECTORATE OF INDUSTRIAL LIAISON

NED University of Engineering & Technology

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'SAY NO TO CORRUPTION'

15-01-2026

**WE ARE
HIRING!**

SR. EXECUTIVE CORPORATE SALES & BUSINESS DEVELOPMENT

careers@hub.com.pk

Lahore Office - Gulberg

Key Responsibilities:

- Identify, source and build strong relationships with institutional and bulk corporate clients in multiple key sectors.
- Conduct market research to identify high-potential customers using online platforms, corporate databases, industry directories, networking events and personal contacts.
- Engage with private and public sector entities for their corporate gifting, promotional giveaways and annual procurement needs.
- Present company products to clients, communicate product value, prepare proposals, quotations and negotiate pricing.
- Collaborate with internal teams (design, production, inventory and supply chain) to ensure client requirements are accurately communicated and delivered.
- Perform any other related tasks assigned by management.

Qualification & Skills:

- Strong ability to build and maintain corporate relationships.
- Excellent understanding of client needs and ability to translate them into business opportunities.
- Passion to work in the field daily and undertake Inter-city Travel (Punjab and Islamabad) when required.
- Good negotiation, presentation and selling skills.
- Can develop strong product understanding, preferably of leather goods and/or gifting products.
- Excellent communication and interpersonal skills.
- Ability to work independently as well as collaboratively in a team setting.
- Proficiency in MS Office (Excel, Word, PowerPoint)

Eligibility Criteria:

- Experience: 2-3 years of demonstrated experience in B2B Corporate/Institutional Sales or Business Development
- Industry Exposure & Established Relationships: Institutional Sales, preferably in Banking, Pharma, Automotive or related sectors
- Education: Minimum Bachelor's degree (B.Com, BA, BBA or equivalent)

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