

Position: Business Development Specialist

Job Type: Full-time

Location: Islamabad, Pakistan

Summary:

The Business Development role is responsible for identifying, evaluating, and creating opportunities for the growth and expansion of a company's business. This involves developing and implementing strategies to increase revenue, build partnerships, and penetrate new markets. The Business Development professional works closely with the sales, marketing, and executive teams to drive the overall growth of the organization.

Responsibilities:

- Market research & analysis
- Business strategy Development
- Lead Generation and Sales
- Proposal Development and Contract Negotiation
- Relationship Management
- Reporting and Analysis

Qualification criteria:

- Must have sound knowledge of sales techniques, BD practices and lead management
- Should have excellent communication skills
- Bachelors in relevant field

Experience:

- 2-3 years of relevant experience (distribution/sales/automotive industry preferred)

Employee benefits and structure:

- Market competitive compensation package
- OPD allowance
- Sales Incentives/Commission
- Annual bonuses (performance based)
- Quarterly reviews which can result in performance-based increments and bonuses on taking on more responsibility and excelling at work
- Yearly increments