



CAREER OPPORTUNITY

Our Client, a Karachi based company, seeks to appoint a seasoned professional for the following role:

GENERAL MANAGER - NEW VENTURES

As the General Manager - New Ventures, you will be at the forefront of our quest to identify and execute strategic opportunities that will shape our future.

Key Responsibilities

- Lead the process of identifying new business opportunities across various verticals, diversifying our service offerings and expanding our market presence.
- Do continuous research and networking to explore new avenues of investments, business expansion and diversification aligned to long term strategic objectives.
- Explore, structure and execute merger and acquisition (M&A) opportunities and build partnership models for transaction and capital efficiencies.
- Serve as a liaison between the company, with all stakeholders, including industry partners, Government entities and potential customers.
- Drive seamless execution of new ventures, collaborating with cross-functional teams to ensure successful market entry and scalability.
- Assess and manage business risks associated with new ventures, implementing risk mitigation strategies.
- Foster a culture of innovation and excellence within the New Ventures team, empowering them to deliver.

Education

- Minimum 16 years of education, preferably Master's from a renowned HEC recognized university or institution / equivalent foreign degree holder institution, preferably in Electrical, Mechatronics or Electronics.

Experience

- Preferably 14-15 years of professional experience, in a large national/multinational organization with 5 years of experience in new business development, project development/finance, M&A etc. on a comparable level role.

Requirements

- Proven experience in driving successful ventures, business development, project development/finance, M&A and strategic execution.
- Strong financial acumen and ability to assess venture viability. Exceptional leadership and team management skills.
- Demonstrated ability to capitalize on market opportunities and drive transformative change.

Age

- The candidate should be preferably not more than 50 years of age as of last date of submission of application.

If you have the required experience and educational qualification to take up the challenging role, you are requested to apply by **November 15, 2023** at <http://jobs.hrs-int.com/>

Only shortlisted candidates will be contacted.

www.hrs-int.com

