

CAREER OPPORTUNITIES

COMPANY OVERVIEW

Our Client, a Karachi based company, seeks to appoint experienced and seasoned professionals for the following roles:

JUNIOR MANAGEMENT POSITION: E-COMMERCE / IT ANALYST

Key Responsibilities

- Implement, operationalize and manage the New Ventures/ Fintech projects together with the appointed technology partner
- Help in project development, requirements gathering and all necessary liaising with technology partner
- Aid in testing of all backend systems, frontend systems and testing of minimum value products
- Provide technical support and guidance throughout the project lifecycle, recommend changes / provide inputs for development of the best technical solution
- Evaluate cutting-edge technologies and methodologies to help build and define e-commerce strategies and business proposals
- Create technical reports for concept projects, proposals, potential investments, and assist in preparing detailed executive presentations
- Analyze potential technical risks in the e-Commerce projects and devise mitigation strategies
- Identify sourcing new products and technologies to keep relevant within the e-Commerce industry

Education

- Minimum 16 years of education, from a renowned and HEC recognized university or institution/equivalent foreign degree holder institution.

Experience

- Minimum 3-4 years of professional experience, preferably in a large national/multinational organization with at least 1-2 years of related functional experience in a similar role at an equivalent position.

Requirements

- Must be well-versed with backend and frontend system development for e-Commerce and Logistics
- Possess excellent technical aptitude, strong ownership, analytical, interpersonal, adaptability, and teamwork skills.
- Excellent communication, presentation and report writing skills.
- Data-driven and familiar with quantitative testing, experience of using analytical tools.

Age

- The candidate should be preferably not more than 33 years of age as of the last date of submission of application.

MIDDLE MANAGEMENT POSITION – IT SECURITY OPERATIONS CENTER (SOC)

Key Responsibilities

- Lead the Security Operations Center (SOC) with a relentless commitment to upholding the highest cybersecurity standards.
- Formulate and execute robust security policies and procedures, adapting to the dynamic cybersecurity landscape. Continuously evaluate and refine strategies to stay ahead of evolving threats.
- Orchestrate incident response activities with precision, fostering seamless collaboration with relevant stakeholders to swiftly mitigate and recover from security incidents.
- Maintain a vigilant stance by actively monitoring and staying abreast of emerging cybersecurity threats and trends. Proactively develop and implement measures to preemptively address potential risks.
- Forge strategic partnerships with cross-functional teams, working collaboratively to fortify the organization's overall security posture.
- Function as a leader and mentor within the cybersecurity domain, cultivating a high-performance team of professionals. Provide guidance, support continuous learning, and empower the team to excel in safeguarding the organization against evolving threats.

Education

- Minimum 16 years of education, preferably, Master's from a renowned and HEC recognized university or institution/equivalent foreign degree holder institution, preferably with majors in Computer Science, or a related field.

Experience

- Minimum 6-8 years of professional experience, preferably in a large national/multinational organization with at least 2-6 years of related functional experience in a similar role at an equivalent position.

Requirements

- Advanced certifications in (CISSP, CISM, etc.) will be an added advantage.
- Proven experience in a senior-level cybersecurity role, preferably within a SOC environment.
- Profound knowledge of cybersecurity frameworks, tools, and best practices.
- Exceptional leadership and communication skills.
- Aptitude for making critical decisions under pressure and effective response to security incidents.
- Track record of managing and leading a diverse team.

Age

- The candidate should be preferably not more than 40 years of age as of the last date of submission of application.

JUNIOR MANAGEMENT POSITION: COMMERCIAL RESEARCH ANALYST

Key Responsibilities

- Conduct market studies, commercial analysis and financial/economic feasibility of the New Venture's projects
- Identify and explore new market opportunities in commercially viable areas of strategic relevance
- Assist in project planning, design development and evaluation of projects with cost estimates
- Develop insightful presentations and business plans to facilitate decision-making for senior management
- Provide competitive analysis on various companies' market offerings, identify market trends, pricing / business models, sales and methods of operation
- Document projects and tasks effectively with supervision, and write reports on the concept projects, proposals and potential investments

Education

- Minimum 16 years of education from a renowned and HEC recognized university or institution/equivalent foreign degree holder institution, preferably with majors in Business Administration or a related field.

Experience

- Minimum 3-4 years of professional experience, preferably in a large national/multinational organization with at least 1-2 years of related functional experience in a similar role at an equivalent position.

Requirements

- Possess excellent technical aptitude, strong ownership, analytical, interpersonal, adaptability, and teamwork skills.
- Excellent communication, presentation and report writing skills.
- Data-driven and familiar with quantitative testing, experience of using analytical tools.

Age

- The candidate should be preferably not more than 33 years of age as of the last date of submission of application.

MIDDLE MANAGEMENT POSITION – BUSINESS MANAGER, CHEMICAL SALES

Key Responsibilities

- Initiate and execute strategies to establish a strong market presence for chemical sales from scratch.
- Conduct in-depth market analysis to identify trends, opportunities, and potential challenges.
- Lead the strategic development and execution of a dynamic product portfolio, aligning with market demands and industry trends.
- Conduct comprehensive marketing research to identify industry trends, customer needs, competitor activities, guiding the introduction of innovative chemical products.
- Develop and implement a comprehensive pricing strategy for the product portfolio, considering market dynamics, competitive positioning, and profitability goals.
- Collaborate closely with cross-functional teams to conceptualize and launch an entirely new suite of products, ensuring they meet quality standards and customer expectations.
- Develop and execute effective marketing campaigns to promote product & service portfolio.
- Stay abreast of technological advancements and innovations in the chemical sector.
- Provide dedicated support to the sales team for effective business development, offering insights, strategies, and resources to maximize sales opportunities and drive revenue growth.
- Provide technical expertise and address queries to ensure a thorough understanding of product specifications and benefits.
- Identify and cultivate relationships with potential suppliers, ensuring a reliable and cost-effective supply chain. Maintain strong partnerships with key suppliers, negotiating competitive pricing and favorable terms to optimize procurement.
- Work closely with the marketing team to develop effective promotional materials and campaigns.

Education

- Minimum 16 years of education with preferably, Master's from a renowned and HEC recognized university or institution/equivalent foreign degree holder institution, with majors in Chemistry, or a related field. It would be preferable if the candidate has Master's in Business Administration.

Experience

- Minimum 6-8 years of professional experience, preferably in a large national/multinational organization with at least 2-6 years of related functional experience in a similar role at an equivalent position.

Requirements

- Proven experience in chemical sales, business development, or a related role within the industry.
- Demonstrated success in building and optimizing product portfolios, including experience in launching new products to market.
- Strong analytical skills, with the ability to interpret complex market data and trends.
- Excellent communication and negotiation skills, with a customer-centric approach.
- Leadership experience in managing and motivating sales teams to achieve targets.
- Familiarity with chemical industry regulations, compliance, and safety standards.
- Collaborative mindset with the ability to work across cross-functional teams.
- Knowledge of supply chain management and experience in strategic sourcing.

Age

- The candidate should be preferably not more than 40 years of age as of the 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 **December 17, 2023** at <http://jobs.hrs-int.com/>

Only shortlisted candidates will be contacted.

www.hrs-int.com



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