

CAREER OPPORTUNITY

Senior Manager (Techno-Commercial)

Position Based in	: Karachi – Pakistan
Gender	: Either
Age	: Maximum 35 years
Qualification	: Minimum BBA or equivalent from a recognized University
Professional Experience	: 5-7 year Procurement or Business Development experience in leading textile manufacturing companies.

Techno-Commercial professional will regularly be involved in activities including developing and enhancing the Supplier base, price negotiations and deliveries, floor stock and payment cycle, developing budgets and regular update presentations

Key Accountabilities / Responsibilities

- Understanding the industry trends, current market, business needs & translating them into solutions, offerings to accelerate growth, customer experience & efficiency.
- Ability to analyse the organizational structure, processes and governance while developing recommendations and/or creating actionable roadmaps.
- Drive growth to meet or exceed targets and strategic objectives
- Formulate new product development plan which is techno commercially viable for the market and which enables to increase revenue and margins
- Identify new procurement opportunities and ensure an effective and resilient supply pipeline with existing and new customers.
- Ensure the smooth execution of projects by managing the pipeline proactively across functions and business units.
- Preparing techno-commercial offers, customer presentations, and requisite documentation.
- Maintain high level of awareness of market trends and develops this knowledge into actionable insights.
- Develop collaborative & cross functional relationships within the customers including the senior management team, R&D, QA, Marketing and Procurement etc. to help shape and guide the business strategy and improvement agenda.
- Identify gaps to streamline and ensure consistent quality and performance are met as per Customer needs.

Required Skills

- Excellent Communication & Interpersonal skills
- MS Office & Analytical skills
- Drive and improve operational excellence
- Commercial Competence and Skills
- Negotiation and Argumentation Skills
- Market Intelligence and Customer Insight