






# Senior Manager Business Development

 **Location:** Karachi

 **Gender:** Either

 **Qualification:** Bachelor's degree (16 years of education) in Business Administration or a related field.

 **Experience:** 7-10 years of related experience in business analysis, project management or a related role with at least 3 years in a managerial position.

 **Age:** 32–35 years

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## Key Responsibilities

- Conduct comprehensive analyses of business processes, identifying opportunities for improvement and growth.
- Develop and present detailed reports, dashboards, and presentations to senior leadership
- Provide data-driven recommendations to inform strategic planning and operational efficiency.
- Lead and manage special projects from conception through to completion, ensuring alignment with organizational goals.
- Develop project plans, timelines, and budgets; monitor project progress and performance. Collaborate with stakeholders to define project scope, goals, and deliverables.
- Explore new clients/customers on domestic and international levels.
- Carry out continuous monitoring of product wise targets and ensure achievements on quarterly and yearly basis along with recovery.
- Develop business case for new initiatives or product modifications.
- Contribute in initiation of new product ideas based on overall strategic goals.
- Gather and document functional and non-functional requirements using appropriate techniques including document analysis, workshops, surveys, business process descriptions, scenarios, product analysis, task and workflow analysis.
- Monitor customer feedback and areas of concern; Engage with production and sales team for suggestive areas of improvement


- Assist to troubleshoot production issues analytically with the ability to identify potential causes of failure.
  - Coordinate with concerned department and keep abreast of all marketing, promotion and advertising activities.
  - Any other responsibility as may be assigned by the management
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## Required Skills

- Excellent communication and Analytical skills
  - Technical writing
  - Proficient in MS Office
  - Ability to draw conclusions, challenge assertions, identify trends and implications
  - Excellent team player & interpersonal skills Attention to detail
  - Adaptability and resilience
  - Experience of collaborating with clients on business process enhancements
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### **How to Apply:**

Interested candidates may apply by sending their resume to **hr@security-papers.com** by **18th May 2025**.

 *Internal applicants may only apply if the position is one grade above their current level.*