






Security Papers
LIMITED


Deputy General Manager – Business Development

 **Location:** Karachi

 **Gender:** Open to all (female candidates encouraged to apply)

 **Qualification:** Bachelor's degree in Engineering with MBA (preferred) from HEC Recognized Institute/University

 **Experience:** 9-13 years of related experience in business analysis, project management or a related role with at least 3-5 years in a managerial position.

 **Age:** 34–38 years

Key Responsibilities

- Conduct business process and market analysis to identify growth opportunities, translate industry insights into innovative and commercially viable solutions, drive new product development, gather and document requirements, and monitor customer feedback and competitor activities to enhance efficiency, competitiveness, and customer experience.
- Lead techno-commercial activities including contract negotiations, cost analysis, pricing strategies, proposal preparation, and techno-commercial evaluations.
- Lead and manage strategic projects from initiation to completion, including planning, budgeting, timelines, and performance monitoring, while developing business cases, feasibility studies, and reports to support senior leadership in strategic decision-making.
- Identify and pursue new sales opportunities at domestic and international levels, maintaining a strong business pipeline and ensuring achievement of product-wise targets and recovery goals.
- Collaborate with cross-functional teams—including sales, operations, production, marketing and commercial to ensure competitive bids, smooth execution, and continuous product/service improvements.
- Build and maintain strong client relationships, serving as the primary interface for technical and commercial discussions and fostering senior-level engagement.
- Troubleshoot and resolve production-related issues through analytical problem-solving, identifying root causes, and implementing preventive or corrective actions.
- Ensure compliance with contractual, financial, and regulatory requirements across all business activities.


- Perform any other responsibilities assigned by the management.
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Required Skills

- Techno-commercial expertise in manufacturing, engineering, and industrial sectors
 - Project costing, contract management, supply chain, and process improvement
 - Strong negotiation, communication, analytical, and technical writing skills with proficiency in MS Office for data analysis and trend identification.
 - Leadership, client engagement, and team collaboration with adaptability, attention to detail, and resilience under pressure.
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How to Apply:

Interested candidates may apply by sending their resume to **hr@security-papers.com** by **14th December 2025**

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