

CAREER OPPORTUNITY

Job Description:

Progressive government based organization willing to hire the services of Marketing Manager.

Job Title: Manger Marketing and Assistant Manager Marketing

Nature of Job: On contract basis for the period one year, extendable on the basis of performance of the indl after agreement b/w two parties. 5% annual increment will be admissible.

Pay Package: Manger Marketing lumpsum Rs. 1.8 Mn per annum (incl all taxes)
Asst Manger Marketing lumpsum Rs. 1.2 Mn per annum (incl all taxes)

Accommodation: Subj to aval, residential accommodation cat 'E' will be provided in HIT premises. Per month, and Allied charges will be deducted from monthly emoluments.

Travelling Allowance: Transportation/TA&DA will be provided when detailed for official purpose.

No of Post: 02

Age Limit: For Manger Marketing - 45 Year's
For Asst Manger Marketing - 40 Year's

Qualification: MBA Regular (3 – 5 years min)
Specialization Marketing / Fin

Experience:

- For Manager Marketing 8-10 year's experience
- For Asst Manager Marketing 3-5 year's experience

Skills:

- Works with marketing staff to develop detailed marketing plans .
- Researches and analyses market trends, demographics, pricing schedules, competitor products, and other relevant information to form marketing strategies.
- Provides in-depth information to interested clients, and acts as a representative for the marketing department in important buyer meetings.

- Works within the department budget to develop cost-effective marketing plans for each product or service
- Establishes marketing goals based on past performance and market forecasts
- Oversees current offerings and comes up with initiatives for new products or services
- Approves and oversees the creative development of promotional materials and other marketing-related projects.
- Communicates with various media buyers, advertising agencies, printers, and other services to help marketing projects come to fruition.
- Tracks all marketing and sales data, creates detailed written reports and executive summaries to bring to senior executives.
- Adjusts marketing campaigns and strategies as needed in response to collected data and other feedback.
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets.
- Committed to continuous education through workshops, seminars and conferences.
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization.
- Proven ability to drive the sales process from plan to close.
- Strong business sense and industry expertise.
- Excellent monitoring, coaching and people management skills.

Key Requirements:

- Proven experience as marketing executive or similar role.
- Good understanding of market research techniques, data analysis and statistics methods.

- Thorough knowledge of strategic planning principles and marketing best practices.
- Proficient in MS Office and marketing software (e.g. CRM).
- Familiarity with social media and web analytics (e.g. WebTrends).
- Excellent communication skills (written & verbal).
- Strong organizational and time-management abilities.
- Creativity and commercial awareness.
- Achieve growth and hit sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence.
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.

Other Terms and Conditions:

1. Candidate has to submit the application along with CNIC, Degrees along with detailed marks sheet duly verified from HEC, Experience certificates and two recent passport size photographs.
2. Selection will be carried out by the board detailed for the subj based on selection of the best criteria.
3. Initially the contract is for one year and extendable subject to satisfactory performance.
4. Last date for submission of application is 13 Jan 2020.
5. Persons already in Government service should apply through proper channel.

6. No TA/DA will be paid when called for interview.
7. Organization reserves the right to reject any applicant without assigning any reason thereof.
8. Applications will be forward on following address: ^{Com}~~M&P~~ Dte, Heavy Industries Taxila.
9. Character certificate from police station duly verifying that the indl is or has not been nominated in any FIR and is of good character.