

Job Description / Vacancy Announcement

SALES & MARKETING REPRESENTATIVE

**Passionate about sales and marketing? Looking to make a real impact?
Want to build a career with potential for global impact?**

Norpak International, a social enterprise based in Sultan Town, Faisalabad, with more than 30 years of experience in responsible and sustainable production of handmade home interior products and textiles for export and domestic sales, is looking for a motivated, ambitious and results-driven Sales & Marketing Representative to join our team.

Based on over 30 years of experience, Norpak now wants to strengthen its sales and marketing efforts, both in the domestic market and internationally. Beyond being premium handmade interior textile products, our products also contribute to a brighter social and economic future for our staff and their families. As a company, we continuously strive towards a more responsible business model, and our products represent who we are – a change maker and a pioneer within our sector and beyond.

Under the overall leadership and guidance of the Managing Director, the Sales and Marketing Representative's responsibilities will include providing support and guidance to management on all matters related to sales and marketing, developing and establishing good practices in support of this.

You will have excellent interpersonal skills to actively seek out and engage customer prospects. You will provide complete and appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels and overall profitability, keeping in mind Norpak's values and mission.

You will have an external sales network and be knowledgeable about sales and marketing trends. You will also help the organisation taking bold and significant steps towards a more sustainable and responsible modus operandi.

To succeed in this role, you should be familiar with all industry standards related to social and environmental certifications.

Responsibilities

- Support management in all matters related to sales and marketing, including preparation of sales pitches, reports, presentations etc.
- Develop and implement an organisation-wide sales and marketing strategy and plan
- Present and promote products to existing and prospective customers
- Research and explore market potential trends and provide regular reports on this

NORPAK

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Requirements

- Former experience of working on sales and marketing, preferably in related sector
- Experience and knowledge of the home interior textile industry an asset
- Bachelor or master's degree in relevant field (sales, marketing, business administration or related field)
- Minimum 1-3 years of relevant work experience

Competencies

- Excellent written and verbal interpersonal and communication skills (English, Urdu)
- Attention to detail and time-management skills
- Teamwork skills
- Problem-solving skills and results-oriented
- Ability to multi-task, set and meet deadlines
- Positive, convincing and confident personality
- Leadership potential
- Integrity, honesty and ethical behaviour

Benefits

- For successful candidates, we can offer an energetic and forward-looking position, providing first-hand exposure to a unique company and ample opportunities to grow professionally and personally.
- A competitive remuneration and benefits package will be provided to the right candidates.
- Flexible working arrangements
- Day care centre for children below 5 years
- Free education for own children aged 5 to 17 years

More information and contact

- Visit our website www.norpak.pk or follow us on social media (@norpakint on Facebook, Instagram and LinkedIn)
- For any specific questions about this vacancy, please write to careers@norpak.pk

Norpak International celebrates diversity and especially encourages female candidates and persons with disabilities to apply.

Apply

To apply for this position, please submit the following to careers@norpak.pk:

- A letter of motivation, explaining in no more than one page why you are motivated to join Norpak International as a Sales & Marketing Representative
- Your updated CV
- Any applicable references

NORPAK INTERNATIONAL

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Follow us on social media: @norpakint