

Job Description / Vacancy Announcement

SALES & MARKETING MANAGER

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

Norpak International is 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.

Based on over 30 years of experience, Norpak International now seeks to strengthen its domestic and international sales and marketing effort. We are thus looking for an exceptionally motivated, ambitious and results-driven Sales & Marketing Manager to join our team of highly dedicated and professional staff.

Under the overall leadership of and reporting to Senior Management, the Sales & Marketing Manager will be a self-driven individual whose responsibilities will include providing support and guidance on all matters related to sales and marketing, developing and establishing good practices in support of this.

To succeed in this role, you will need to have an understanding and appreciation of Norpak International's business model. In addition, we expect that you have an extensive external sales network, and generally be knowledgeable about sales and marketing trends, both domestically and internationally as well as be familiar with relevant industry standards related to social and environmental certifications.

Responsibilities

- Provide comprehensive support on sales and marketing efforts, including crafting sales pitches, reports, and presentations for both national and international markets.
- Develop and execute an organization-wide sales and marketing strategy, tailored to address the unique demands of both domestic and international markets.
- Actively engage with existing and prospective customers, effectively presenting and promoting products to drive sales growth on both national and international fronts.
- Conduct thorough market research to identify trends, opportunities, and challenges in domestic and international markets, providing regular reports and insights to inform strategic decision-making.
- Actively propose sales and marketing strategies and initiatives, based on market dynamics and emerging trends, ensuring sustained competitiveness and market relevance.
- Leverage extensive experience in both national and international markets to optimize sales and marketing efforts, driving revenue generation and initiate brand visibility across diverse geographical regions.
- Foster strong relationships with key stakeholders, both internally and externally, to support the successful implementation of sales and marketing initiatives and maximize business outcomes.

NORPAK

INTERNATIONAL

- Conduct regular performance reviews and provide feedback to team members to foster professional development and growth.

Requirements

- Minimum 4-6 years of relevant sales and marketing experience, preferably related to home interiors and textiles
- Experience in and understanding of the role and potential of digital sales and marketing would be a strong asset
- Proficiency in relevant digital tools, incl. solid edit and research skills
- Master's degree (MA/MSc/MBA) in sales and marketing or relevant field

Competencies

- Effective written and verbal interpersonal and communication skills (English, Urdu)
- Strong decision-making skills and a results-driven approach
- Ability to multi-task, set and meet deadlines
- Positive, convincing and confident personality
- Attention to details
- Strong time-management and organizational skills
- Adaptability and ability to strategize and solve problems
- 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.
- Flexible working arrangements, upon prior approval from management
- Generous and flexible maternity/paternity leave
- Free education for own children aged 5 to 17 years at the adjacent LAMS school (subject to terms and conditions)

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 Manager
- Your updated CV with any applicable references

Please note that applications without a supporting letter of motivation may not be considered. Only shortlisted candidates will be contacted.

NORPAK INTERNATIONAL

Off Narwala Road, Sultan Town, Faisalabad, Pakistan
info@norpak.pk | +92 (0) 41 269 1635 | norpak.pk
Follow us on social media: @norpakint