

# Seeking a Strong Commercial Director to Spearhead Business Development



Our client, National Logistics Corporation (NLC), Pakistan's leading multimodal logistics organization is looking for a dynamic corporate professional to define and lead the growth journey in the capacity of:

## DIRECTOR BUSINESS DEVELOPMENT

### Key Roles & Responsibilities:

- ❑ Develop long-term business strategy and spearhead commercial execution
- ❑ Identify and evaluate new business opportunities / ventures in corporate / Government sector
- ❑ Oversee marine and air services for better positioning in logistics industry & beyond
- ❑ Develop business / financial models and conduct planning and assessment to facilitate business decisions
- ❑ Monitor industry trends and implement best business practices to maintain a competitive edge
- ❑ Carry out periodic review of existing NLC business and recommend suitable measures
- ❑ Monitor customer feedback and resolve escalated customer issues promptly and effectively

### Key Requirements:

- ✓ Bachelor degree (Master's preferred) in Business Administration / Marketing from a reputable institute.
- ✓ 15-20 years of experience including 10 years in relevant senior management / decision making positions at multimodal logistics enterprises, preferably with international exposure.
- ✓ Proven experience in strategic planning and execution of growth strategies in competitive markets.
- ✓ Strong understanding of market trends, business acumen, and the ability to align business objectives with broader market research.
- ✓ Strong negotiation skills, with a history of securing favorable deals and partnerships.
- ✓ Excellent communication skills and the ability to build and maintain strong relationships with stakeholders, distributors, and potential clients.

### Matters for Consideration:

- Interested candidates meeting the requirements of the role can apply at: <https://www.affco.com.pk/Recruitment>
- Deadline for submission of applications is **June 24, 2025**.
- The position is based in **Rawalpindi** and offers a **competitive compensation** profile.
- Only shortlisted candidates will be called for interviews.