



House Building Finance Company Limited

Excellent Career Opportunities in Sales

House Building Finance Company (HBFC) is country's premier housing finance institution, providing affordable housing solutions to the low-middle income group of the population. The Company operates through its deep rooted national footprint of 51 branches. As a part of organizational transformation and to strengthen its human resource base, HBFC is looking for high caliber and dynamic professionals for the following contractual positions in Sales:

1. Assistant Manager, Sales

Cities:

| | | | |
|-----------------|------------|--------------|--------|
| Karachi | Faisalabad | Sheikhupura | Wah |
| Larkana | Sialkot | Muzaffargarh | Mardan |
| Nawabshah (SBA) | Sahiwal | D.G. Khan | Skardu |
| Mirpurkhas | Gujranwala | Islamabad | Swat |
| Lahore | Bahawalpur | Peshawar | Gilgit |
| Multan | Kasur | Abbottabad | Hunza |

Key Responsibilities

- Achieve sales targets within tight deadlines
- Coordinate sales efforts with team members and other functional departments
- Analyze the territory/market's potential, track sales and status reports
- Develop MIS on customer needs, issues, interests, competitive activities and potential for new products
- Promote and sell housing products to the customers
- Establish, develop and maintain business and customer relationship

2. Manager, Corporate Sales

Cities:

| | | |
|---------|--------|-----------|
| Karachi | Lahore | Islamabad |
|---------|--------|-----------|

Key Responsibilities

- Explore new business relationships through aggressive marketing approach
- Facilitate and serve existing and new corporate customers
- Build & maintain long-standing relationships with corporate customers
- Monitor industry trends to develop & offer customized products
- Meet and interview corporate clients, discuss their requirements and provide appropriate solutions
- Diversify portfolio through alternate distribution channel

Eligibility Criteria

| Position | Age | Minimum Experience |
|-------------------|----------|--------------------|
| Assistant Manager | 35 years | 2 years |
| Manager | 45 years | 5 years |

Candidates must have Masters/ Bachelors Degree (16 years of education) in Business Administration/ Public Administration/ Economics/ Commerce/ Finance/ Accounting/ Marketing or related field from HEC recognized institutions.

Competencies

The candidates applying for above positions must have following minimum competencies:

- Highly motivated and target driven with a proven track record in sales.
- Advance knowledge of sales techniques prevalent in financial industry.
- Prioritizing, time management and organizational skills.
- Relationship management skills.
- Eager to expand business with new accounts/clients.

Note : In cases where the candidates possess exceptional qualification / experience, eligibility criteria may be relaxed.

Compensation

Market based compensation package commensurate with qualification / experience will be offered to the selected candidates.

Application Procedure

Interested candidates meeting the above mentioned eligibility criteria are required to submit online job application at www.hbfc.com. Existing HBFC employees who meet the relevant eligibility criteria may also apply for the said positions.

Application Deadline: 18 March, 2019

Only short listed candidates will be contacted. Incomplete / delayed applications will not be entertained. Female candidates and residents of above cities having their own conveyance (Motorcycle / Car) are encouraged to apply.

Misinformation and any attempt to influence the selection process will be considered a definite disqualification at any stage of the process for current as well as for all future recruitments in HBFC, even if the candidate is otherwise qualified.



House Building Finance Company Limited

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"SAY NO TO DRUGS"

22 x 4

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