

JOIN THE PIONEERS

Your Career Highlight!

Export-Import Bank of Pakistan (“EXIM Bank”) is set up by the Government of Pakistan, as Pakistan’s official Export Credit Agency, to support inter-alia the growth of exports and to undertake import substitution projects. EXIM Bank is looking for:

Job:	Team Lead – S.W.E.E.P. (Software Export Expansion Programme)
Department:	Business
Job Location:	Islamabad Lahore Karachi
Qualification:	Minimum of Bachelor’s in Business Administration, International Trade, Computer Science or a related field from a university recognised by the Higher Education Commission (H.E.C.).
Experience:	Proven experience in export promotion, business development, or international trade in the Software and/or I.T. industry.
Key Responsibilities:	<ul style="list-style-type: none"> ▷ Lead development and implementation of a comprehensive Software Export Expansion Programme (SWEET) in collaboration with relevant stakeholders to significantly increase the growth of software exports from Pakistan. ▷ Lead market research and analysis initiatives to identify potential software export markets, opportunities, and challenges. ▷ Lead identification of key industry players, potential clients, and strategic partners to foster international business relationships and expand the reach of Pakistani software products and services. ▷ Lead collaborations with software industry associations, government agencies, and diplomatic missions to promote Pakistani software exports globally. ▷ Lead provision of guidance and support to software exporters in developing competitive export strategies, improving product quality, and meeting international standards and regulations. ▷ Lead the facilitation of capacity building programmes, training sessions, and workshops to enhance the skills and knowledge of software exporters in areas such as international marketing, export documentation, and intellectual property protection. ▷ Lead monitoring and evaluation of the progress of the SWEET, identify bottlenecks and propose corrective measures to ensure its effective implementation. ▷ Lead preparation of regular reports, presentations, and recommendations for senior management and government officials regarding the status and potential of software exports from Pakistan. ▷ Understand the impediments of growth of Software Exports from

	<p>Pakistan and recommend changes in the related policy/rules.</p> <ul style="list-style-type: none">▷ Lead and ensure the implementation of the policy.▷ Stay updated with global trends, market dynamics, and emerging technologies in the software industry to identify new export opportunities and innovative solutions.▷ Any other task assigned by the senior management and line manager.
Core Competence:	<ul style="list-style-type: none">▷ Strong knowledge of the software export ecosystem, international markets, and export regulations.▷ Excellent analytical, strategic planning, and project management skills.▷ Ability to build and maintain effective relationships with industry stakeholders, government officials, and international partners.▷ Familiarity with software development processes, quality assurance, and relevant technologies is advantageous.▷ Exceptional communication, negotiation, and presentation skills.▷ Good financial analysis, risk assessment, project preparation and due diligence skills.▷ Excellent negotiation, communication, and stakeholder management abilities.▷ Ability to lead and motivate a team, fostering a collaborative and innovative work environment.▷ Good computer literacy and inclination towards automation.▷ Ability to work independently and create goals and vision for delivery in ambiguous, difficult and new situations.▷ Excellent team player and able to take up challenges.▷ Willingness to travel domestically and internationally as required.▷ Excellent written and verbal communication.

APPLY NOW!

If you possess the credentials in seeking, we want to hear from you.

- ▷ Apply through <https://njp.gov.pk>
OR

send us your Curriculum Vitae (C.V.)/Resume at the **Mailing address:**

Head of H.R., Export-Import Bank of Pakistan (EXIM Bank), 5th Floor, Evacuee Trust Complex, Agha Khan Road, F-5/1, Islamabad.

- ▷ Deadline for submission of applications is **31st of May, 2024.**
- ▷ EXIM Bank reserves the right to reject any/all application(s) without assigning any reason whatsoever.
- ▷ EXIM Bank reserves the right to relocate employees from time to time.
- ▷ Females and differently-abled persons meeting the mentioned qualifications & experience are encouraged to apply.
- ▷ Only candidates shortlisted for interviews will be contacted.

www.eximbank.gov.pk

Contributing Towards a Positive Trade Balance

مثبت تجارتی توازن، مضبوط پاکستان