

# Career Opportunity

## **Corporate Business Development Lead (MANAGER / ASST. MANAGER)**

### **Business Development Unit**

### **Marketing & Business Development Department**



Pakistan Stock Exchange is the only Stock Exchange of Pakistan, having its TREC Holders in Karachi, Lahore and Islamabad. PSX's mission is to contribute to the economic development of Pakistan by providing a fair, transparent, and efficient marketplace to facilitate capital formation for the benefit of investors, issuers and all stakeholders. In order to support its mission critical operations, PSX has implemented state of the art technology infrastructure and applications.

PSX is looking for a talented, qualified and highly motivated individual for the role of Corporate Business Development Lead, which shall be based in Head Office, Karachi. A competitive salary package will be offered to the chosen candidate. PSX is an equal opportunity employer and female candidates are encouraged to apply. The position's key responsibilities, skillset and educational requirements are given below. Interested candidates can apply at Company's Website <https://www.psx.com.pk/psx/careers> or at email address [hr@psx.com.pk](mailto:hr@psx.com.pk) by **August 31, 2023**.

#### **Key Responsibilities:**

- Developing and adapting the company vision to the changing business environment as well as changing business structures.
- Carry out market review through industry contacts, publications, trade events, news to identify areas for growth.
- Develop and build relationships with the Corporate Decision makers, CFO's, Company Secretaries, Treasury Heads, Finance/ Treasury Managers and other stakeholders.
- Identifying untapped / unexplored Corporate and Institutional clients and introducing potential companies for issuing and listing of Equity and Debt Securities.
- Develop working relationships with the Business Partners including Consultants, Brokerage Houses, Lead Advisors, Banks and other NBFIs for business generation including Non-Listed target/ Potential Corporates.
- Responsible for maintaining strong working relationships with the internal staff, cross functional team members, external stakeholders (partners, officials, regulators).
- Reach out directly or through partners to target prospective Corporates for Listing and introducing other products.
- Building and managing client relationships in SME sector and invite listings.
- Keeping liaison with Products & Services, Listings, Research and other relevant departments to ensure smooth servicing and uninterrupted processing of transactions.
- Conducting meetings and presentations with clients to update them on capital market trends, macro and micro economic developments and future investment outlook.
- Identify and filter out high potential deals by analyzing business strategies, opportunity requirements/ pre-requisites/ financials, and internal priorities.
- Also help in building the brand of the company in the Capital Market and financial markets and industry, brokers and investor community.
- Coordinate with other unit team members to implement the Business Initiatives.
- Work with the department to ensure appropriate collateral and communication is developed.
- Build and manage a relationship with large corporates as well as SMEs for capital requirements, business needs and advising on methods to raise capital.

#### **Required Skills:**

- Excellent verbal and written communication, interpersonal, teamwork, and relationship-building skills
- Strong analytical and presentation skills
- Financial Modelling and Analysis Skills
- Ability to multitask and prioritize assignments to produce high quality work in a demanding, fast-paced environment.
- Have knowledge of Capital Market and its business opportunity for listing & investing on the Exchange

#### **Preferred Experience, Education and Certifications**

- At least 3-5 years of experience in investment/corporate banking and/or transaction advisory role
- Must have a Bachelor Degree in Business Administration from a reputable institute, however MBA (Finance) is a plus
- CFA level 2 cleared is highly preferred