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Pakistan Software Export Board (PSEB) | Islamabad Job | IT Software Engineering Marketing

Description

Pakistan Software Export Board (PSEB) invites applications from Pakistani Nationals for the following positions.

Vacant Positions

1. Chief Marketing Officer (CMO)
2. Chief Commercial Officer (CCO)
3. Chief Industry Development Officer (CIDO)
4. Chief Finance & Administration Officer (CF&AO)

[National University of Sciences & Technology Jobs](#)

[State Bank of Pakistan \(SBP\) Jobs](#)

Qualifications

The aforesaid Job announcement is published in **Express Newspaper**. Last date to submit the applications is **November 10, 2021**. For more details about the vacancies, Please see below Job Advertisement for job descriptions, job requirements (e.g. experience, qualification, and age limit), and other perks and privileges' offered by the department.

[University of Sargodha, Sargodha Jobs](#)

[A Progressive Public Sector Organization Jobs](#)

Contacts

Hiring organization

Pakistan Software Export Board (PSEB)

Employment Type

Full-time

Industry

Engineering

Job Location

PSEB, 44000, Islamabad, ICT, Pakistan

Date posted

October 26, 2021

Valid through

14.11.2021



C-LEVEL CAREER OPPORTUNITIES PAKISTAN SOFTWARE EXPORT BOARD



Pakistan's IT & ITeS sector is experiencing phenomenal growth in export revenues and generating high paying employment opportunities for the talented youth of the country. Pakistan Software Export Board (PSEB), the Apex body of Ministry of IT and Telecommunication, is responsible for the development of IT and IT-enabled Services (ITeS) sector in Pakistan, ensuring accelerated exports growth, and brand building of Pakistan and its IT and ITeS industry globally. PSEB requires services of dynamic and high caliber management leadership for the following C-Level posts. Employment will be on contract basis, initially for a period of three years.

Chief Marketing Officer (CMO)

Reports to: Managing Director, PSEB
Work Location: Islamabad (Inherent national & international travel required)
Maximum Age: 50 years
About the Role:
 CMO to hold a key senior management role in PSEB, leading the global marketing and branding strategy development and implementation to project Pakistan as a preferred Tech Destination for IT & IT-enabled Services. CMO to lead development and implementation of business development strategy, having the key responsibility for attracting international clients and investors for Pakistan's IT and ITeS sector, building new business channels on the basis of Geostategic alignment of IT & ITeS exports, actively engaging Pakistan's diaspora, forging relationships with potential buyers of technology products and services globally, and developing international partnerships at B2B, B2C and G2G levels. CMO will ensure continuous international presence, interaction, and engagements for Pakistan's IT & ITeS sector in relevant trade events, exhibitions, conferences, and organize inbound and outbound trade delegations, B2B/B2C meetings and roadshows.
 CMO will also be heading media, research and publications initiatives, generating national and international research studies, reports, whitepapers etc, encompassing both demand and supply side of IT & ITeS sector, leveraging social and traditional media, building relationships with international media agencies, consulting firms and global organizations to develop a strong brand and perception of Tech Destination Pakistan.
 CMO will work closely with the Ministry of Information Technology and Telecommunication, IT industry associations, Ministry of Commerce, Trade Development Authority of Pakistan, Ministry of Foreign Affairs, Pakistan embassies and trade missions abroad, and actively engage decision makers within the government and private sector, as well as relevant public and private entities abroad to create a collaborative environment and synergies for development of IT & ITeS sector and ensuring exponential growth of IT & ITeS exports.
Qualification & Experience:

- Minimum 10 years of education from HEC recognized local or international University, ideally with a degree in marketing, international business/relations, or strategic planning. MBA from top local or international university is highly desirable.
- Minimum 10 years of demonstrable experience in marketing, strategic partnership development, brand development and business development, within the technology industry is a requirement. Relevant international experience and demonstrable expertise in developing B2B, B2C, and G2G international relations, will be advantageous. Minimum three years of experience in relevant leadership role is required.

Chief Industry Development Officer (CIDO)

Reports to: Managing Director, PSEB
Work Location: Islamabad (requires occasional domestic travel and at times travel abroad)
Maximum Age: 50 years
About the Role:
 CIDO to hold a key senior management role in PSEB with responsibility of facilitating the IT & ITeS sector by actively engaging relevant public and private stakeholders to resolve issues and remove impediments to enable smooth business operations of IT & ITeS businesses as well as freelancers in the country. The incumbent will ensure fast track registration of IT & ITeS ---companies, call centers and freelancers with PSEB, and provide consulting and counseling services to the IT & ITeS sector.
 The role will require planning, development and execution of projects and programs for capacity building of IT & ITeS sector, creation of partnerships with relevant government and private sector organizations, development of infrastructure to ensure availability of IT-enabled office facilities across the country, and facilitation of IT & ITeS sector in all business and operations related matters.
 The role will require leading skills development and capacity building projects and programs for the IT & ITeS sector, including transgenerational, internship, company level certifications, Made in Pakistan & localization initiatives etc, and require building strong industry-academia linkages.
 The incumbent will lead the development of state-of-the-art IT Parks, Software Technology Parks, BPO Centers, and Excellence Centers across the country, providing an enabling environment to IT & ITeS businesses and startups to carry out research and development, innovate and build globally competitive products and solutions, and offer software consultancy and BPO services worldwide.
Qualification & Experience:

- Minimum 16 years of education in engineering, computer sciences or management disciplines from HEC recognized local or international University, preferably with a higher degree in management, business administration, or finance. PhD/ certification would be an advantage.
- Minimum 15 years of experience in building and managing skills development programs and projects, managing regulatory/compliance affairs, and dealing with taxation matters, with five years of demonstrable project management experience. Experience in construction management will be an advantage. Minimum three years of experience in relevant leadership role is required, preferably in a technology driven organization.

Chief Commercial Officer (CCO)

Reports to: Managing Director, PSEB
Work Location: Islamabad (requires occasional domestic travel and at times travel abroad)
Maximum Age: 50 years
About the Role:
 CCO to hold a key senior management role in PSEB, leading revenue generation initiatives for the organization, and raising capital for Pakistan's IT & ITeS businesses through capital markets, investments initiatives, and by forming international alliances. CCO will be responsible for driving and implementing revenue growth of the organization, and hold an instrumental role in creating future strategic plans with the goal of boosting revenue streams. Desirable candidate will possess experience of successfully developing and executing business strategy with proven track record of generating new revenue streams through products and services offerings, including digital products/platforms. The incumbent will be responsible for building partnerships with public and private entities to strengthen and diversify portfolio of PSEB's products and services.
 The role will require ensuring capital availability for Pakistan's IT & ITeS businesses by formulating and leading the initiatives for raising capital through local and/or international investors, venture capital firms, private equity/hedge/sovereign funds, crowdfunding, forging local and international alliances/partnerships, and through existing IT & ITeS companies on the stock exchange.
 The incumbent to actively engage relevant public and private stakeholders to improve policies and regulations, and to clear any hurdles being faced by IT & ITeS businesses in raising capital locally or at international level to grow their businesses.
 CCO will also lead initiatives of the Technical department for the IT & ITeS sector, including bandwidth services, cloud solutions and digital products/platforms.
Qualification & Experience:

- Qualified ACCA/ACMA, or minimum 16 years of education from HEC recognized local or international university in business administration, innovation/entrepreneurship, or engineering/computer science. Master's degree in a related field, including but not limited to investment banking, investment management or technology management will be preferred.
- Minimum 10 years of demonstrable experience in diversified leadership roles, creating and executing business strategy with track record of generating new revenue streams through products and services development, including products/platforms, and building partnerships is required. Having strong understanding of finance, strategic management, investments, product development, and operations management. Having capital in venture capital or private equity functions and experience of exiting organization(s) on the stock exchange will be beneficial. Relevant international experience, especially in corporate governance will be advantageous. Minimum three years of experience in relevant role is required.

Chief Finance & Administration Officer (CFAO)

Reports to: Managing Director, PSEB
Work Location: Islamabad (requires occasional domestic travel and at times travel abroad)
Maximum Age: 50 years
About the Role:
 CFAO to hold a key senior management role in PSEB, leading finance and operations of the organization including finance, accounts, human resources, administration, legal and government coordination etc.
 The role will require a dynamic and experienced leader to head financial and administration management functions to build a progressive goal oriented and results driven organization that is financially and administratively optimized well-disciplined organization, capable of devising mechanism for attracting and retaining top talent, and building operational excellence. The incumbent will be responsible for improving fiscal, budgetary and management policies, aligned with organization's financial goals and objectives, generating new revenue streams, and proactively pursuing funding sources.
 CFAO to provide strategic HR leadership, formulate HR policies, regulations and procedures, lead change management, establish best practices, implement and monitor performance against KPIs, create opportunities for learning and development, and align compensation and benefits to attract and retain top talent and build a highly motivated workforce. Ideal candidate must have a demonstrable track record of building high performance cultures based on efficiency, hard work, results and meritocracy.
 The incumbent will be responsible for all administrative matters including tendering and procurement, assets management, transportation, security and operations of office facilities. Ensures strict compliance with Government of Pakistan's rules, regulations, policies and directions. Manages legal affairs of the organization, seeking legal assistance on business affairs and/or general any litigation arising during administration of contracts or operation of PSEB programs/projects etc. CFAO will interact with relevant government authorities as and when required with regard to establishing linkages, exploring joint initiatives, and on matters related to regulatory, procurement, corporate, contractual, employment and any other matters.
Qualification & Experience:

- Qualified CA/ICCA/ACMA/CFA/FCIA or Masters Finance from HEC recognized local or international university, with strong understanding of finance, accounting and operations management.
- Minimum 15 years of experience in financial management and operations management, is required, ideally in progressive public sector enterprises and/or technology industry. Must have a minimum three years of experience leading the finance, human resource and operations management functions of organizations operating at national and/or international level, with multiple funding sources including self-generated revenues, government sources, and/or international/multilateral organizations.

To view detailed job descriptions and APPLY ONLINE, visit <https://www.pseb.org.pk/careers> or hr@pseb.org.pk. Only shortlisted candidates will be called for interview (TADA is not advisable).
 Applications must be submitted within 15 days of publication of this advertisement.
 Only shortlisted candidates will be called for interview (TADA is not advisable).

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