

CHIEF EXECUTIVE OFFICER JOB DESCRIPTION

Pakistan Software Export Board (PSEB) is an apex Government body mandated with the task of accelerating growth in IT and ITeS Industry of Pakistan. In order to achieve this objective, PSEB has been undertaking numerous projects related to HR/skill building, infrastructure development, marketing, branding besides facilitating local industry in ease and cost of doing business. PSEB requires the services of a dynamic and high caliber professional for the post of CEO on contract basis, for a period of three years with the following qualifications and experience. The incumbent will be responsible for execution of all the activities being carried out by PSEB, and plan new initiatives.

REPORTS TO :
BOARD OF DIRECTORS

AGE:

Maximum 55 years of age by the closing date of applications.

QUALIFICATION & EXPERIENCE

- Degree in Computer Science/ IT/ Electrical/ Electronic Engineering or Marketing/ Management/ Business Administration (minimum 16 years of education from HEC recognized University). Preference will be given to candidates having a bachelors degree in a technical field and a Masters degree in Marketing/ Management/ Business Administration.
- 12 years of post-qualification relevant Professional experience with a minimum five years in a senior leadership role.

REQUIRED SKILLS SET AND JOB DESCRIPTION

- The incumbent must possess strong international marketing and business development experience in the services sector, preferably related to IT and ITeS sector.
- The incumbent will be responsible for strategic planning, development & management of policies, programs, and initiatives for increasing IT and ITeS exports.
- The incumbent must display a wide and deep knowledge of the global technology business economy, and present executable policies and projects to formulate a business case for Pakistan as a global technology destination.
- The incumbent candidate will be responsible for interacting with the local and international enterprises, associations, public sector entities etc. and manage a team composed of senior professional resources.
- The incumbent has to be conversant with different technology business growth strategies, end-to-end value chain implementation of strategies with relevant stakeholders having an effective Monitoring and evaluation framework and project management tools & techniques.
- Creative, commercial and stakeholder management skills would be leveraged to ensure success in existing & new economies and also to attract international companies, who are looking to invest in the Asia-Pacific. Demonstratable

experience of brand building, and development of go-to-market strategies for the industry is an essential component of the job.

- The incumbent should have stature, communication and interpersonal skills needed to interact with senior management levels within the private and public sectors.
- Ability to provide leadership, counsel, motivation, and constructive performance reviews to staff, securing their respective commitments to the goals of the Government is a plus.
- Must have demonstrated experience in providing vision, leading, and managing multiple teams of top professionals and delivering concrete and measurable results in a demanding corporate environment.
- Candidates having demonstrated experience of evaluating emerging technologies to transform businesses and deliver sustainable competitive advantage, will be preferred.