

**Government of Pakistan**  
**Project Planning and Development Unit**  
**Ministry of National Food Security & Research**  
**Islamabad**  
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**SITUATION VACANT**

The Ministry of National Food Security & Research (MNFSR) seeks to engage highly qualified and experienced professionals for a PSDP project titled "Project Planning and Development Unit" to drive reforms process, knowledge management, PSDP project conceiving, developing, monitoring and evaluation, for the following position purely on contract basis: -

<b>S.</b>	<b>Name of Post</b>	<b>No. of post</b>	<b>Qualification &amp; Experience</b>	<b>Age</b>
1.	Business Model Development Consultant (PPS-09)	01	<ul style="list-style-type: none"><li>• Masters in Finance, International Finance, Business Development/MBA, ACCA, CA or a relevant field from a university recognized by HEC.</li><li>• Minimum 03 years of professional experience, in public, private or development sector in related field.</li></ul>	25-55 years

**OTHER CONDITIONS & REQUIRMENTS**

1. The appointment will be made purely on contract basis till the completion of project i.e.; 30-06-2027.
2. Interested candidates can apply online through National Job Portal at website [www.njp.gov.pk](http://www.njp.gov.pk) within 15 days from the date of publication of advertisement.
3. Functions/Job description are available on National Job Portal ([www.njp.gov.pk](http://www.njp.gov.pk)).
4. Only shortlisted candidates will be called for test or interview, as the case maybe.
5. Candidates already in Government Service should apply through proper channel, along with NOC from their organizations clearly stating the length of service and other particulars.
6. Candidates will have to produce original documents at the time of interview.
7. Ministry of National Food Security and Research has the right to cancel the advertisement / hiring process at any stage without assigning any reason.
8. No TA / DA will be admissible for interview.

**Muhammad Ali Haidar**  
**Human Resource Officer**  
Project Planning & Development unit  
M/o National Food Security & Research, Islamabad

# **TORS, JOB DESCRIPTION & DELIVERABLES**

## **BUSINESS MODEL DEVELOPMENT CONSULTANT (PPS-9)**

The Ministry of National Food Security & Research (MNFSR) seeks to engage a highly qualified and experienced professional as **Business Model Development Consultant** for its new project “Establishment of Project planning and Development Unit “who would work to design, refine, and optimize business strategies to ensure sustainable growth and competitive advantage. The role requires deep understanding of market dynamics, customer needs, and revenue generation strategies.

**Age:** 25-55years

### **Educational Qualifications**

- Masters in Finance, International Finance, Business Development/MBA, ACCA, CA or relevant field from a university recognized by HEC.

### **Experience**

- **Minimum 03 years** of professional experience, in public, private, or development sector, in relevant field.

## **STATEMENT OF PURPOSE**

To enhance Pakistan's export competitiveness and improve the quality of agricultural and food exports, it is crucial to address the gaps in the existing policy framework regulatory regime. Despite the potential for growth in this sector, the lack of innovative business model hinders the progress. Business model development consultant develop effective market strategies.

## **BACKGROUND**

The **Establishment of project planning and development unit** shall be a Unit in the Ministry of National Food Security & Research (MNFSR). It will drive reforms process, knowledge management, PSDP project conceiving, developing, monitoring and evaluation, and donor coordination for achieving the goals and functions of the Ministry in an efficient and effective manner in the light of best institutional practices.

## **JOB DESCRIPTION**

- Conduct market analysis to identify opportunities, trends, and potential gaps.
- Develop effective revenue models and pricing strategies.
- Define and prioritize customer segments for targeted marketing.
- Design a compelling value proposition that differentiates the business.

- Identify and optimize distribution channels to reach customers effectively.
- Analyze and refine cost structures for sustainability and profitability.
- Continuously innovate the business model to adapt to market changes.
- Evaluate potential risks and develop mitigation strategies.
- Provide a clear, actionable roadmap for implementing the business model.

### **DELIVERABLES:**

- Developing market analysis report
- Plan outlining revenue streams.
- Making business model innovation report.
- Developing risk assessment plan.
- Implementing roadmap with timelines and milestones for implementing the business model.

### **DESIRED SKILL SET**

- Market analysis
- Revenue model development
- Customer segmentation
- Channel strategy
- Risk assessment
- Business model innovation
- Strategic planning