

## **Business Development Specialist Intern – Markit**

*An online service application*

Location: Mina, Lebanon

Major: degree in Business Administration, Marketing or any related field.

Experience: fresh graduates and currently enrolled students are accepted.

### Major Responsibilities:

- Conduct market research to identify potential target markets, industries, and customer segments for our products/services. Analyze industry trends, competitive landscape, and market opportunities to inform business development strategies and decision-making.
- Assist in generating leads and prospecting potential clients through various channels, including online research, cold calling, email outreach, and networking events. Help build and maintain a database of qualified leads and opportunities for sales team follow-up.
- Collaborate with the business development team to identify and evaluate potential partnership opportunities with other companies, organizations, or industry influencers. Assist in building and nurturing relationships with key partners to drive mutual business growth.
- Provide administrative and logistical support to the sales team, including preparing sales materials, drafting proposals, and coordinating client meetings or demos. Assist in tracking sales activities and generating sales reports to monitor progress and performance.
- Assist in developing strategies to expand our market reach and penetrate new territories or verticals. Research and evaluate market entry opportunities, conduct feasibility studies, and assist in developing go-to-market plans for new initiatives

### How to Apply:

Kindly send your CV or contact the Career Services Center, E-mail: [career.services@balamand.edu.lb](mailto:career.services@balamand.edu.lb);  
Ext. 7801; 7802