

Junior Account Manager, Senior Accountant - Aspire Software

Aspire Software, the operational arm of Valsoft Corp, operates and manages Valsoft's global portfolio of wholly owned software companies, providing mission-critical solutions across multiple verticals.

1- Junior Account Manager:

Location: Lebanon

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

Experience: 1 – 2 years of experience in sales, preferably in B2B software sales or within the automotive industry.

Major Responsibilities:

- Conduct targeted cold calling campaigns to identify and reach out to potential automotive parts suppliers who could benefit from our ERP solutions.
- Research and qualify leads to determine their level of interest, pain points, and readiness to engage in discussions.
- Engage prospects in meaningful conversations to understand their business challenges, goals, and requirements.
- Articulate the value proposition of our ERP solutions, demonstrating how they can address the specific needs and pain points of potential clients.
- Collaborate closely with the sales team to develop tailored strategies and pitches for engaging with different types of prospects.
- Maintain accurate and up-to-date records of all interactions and activities in the CRM system.

Additional Requirements:

- Proven record of success in cold calling and lead generation, with the ability to consistently meet or exceed targets.
- Excellent communication and interpersonal skills, with the ability to engage prospects confidently and build rapport quickly.
- Strong negotiation and persuasion skills, with a customer-centric approach to sales.
- Familiarity with CRM software (e.g., Salesforce) and other sales tools is a plus.

2- Senior Accountant:

Location: Remote

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

Experience: 4 – 5 years of experience in a similar role.

Major Responsibilities:

- Prepare financial statements.
- Conduct data analysis.
- Prepare financial reports for the company and the clients.

Additional Requirements:

- Good command in English.
- Familiarity with IFRS, PowerBI and Microsoft Office.

How to Apply:

Kindly send your CV or contact the Career Services Center, E-mail:

career.services@balamand.edu.lb, Ext. 7801; 7802