

Salesperson and Sales Manager– Beirut.com

Beirut.com is an independent digital media company that delivers information and entertainment to thousands of people every day. Our cross-platform network has been the leading source of knowledge, fun, and all things Beirut for over a decade

Location: Hybrid

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

Additional Requirements:

- Tech-savviness and familiarity with sales
- Fluent in Arabic and English. French is a plus
- Periodic and frequent client meetings, thus a means of transportation is a must
- May be necessary to work extended hours

1- Salesperson

Experience: 0-3 years of experience in sales, business development and account management

Major Responsibilities:

- Create and update databases. Enhance the outbound lead generation by research and prospect to identify and qualify leads. Target potential candidates, capture attention, and stimulate interest and desire.
- Act as the 1st point of contact with prospects, conduct the first discovery meeting whether online or inperson and convert qualified opportunities into clients.
- Determine the ideal follow-up strategy (using different channels) to increase chances of connecting, that is conducting enough attempts to reach out to leads.
- Attend conferences, events, and job fairs to promote Beirut.com.

2- Sales Manager

Experience: 2-4 years of experience in sales, business development and account management

Major Responsibilities:

- Support the sales team in closing deals.
- Set individual sales targets with the sales team.
- Meet planned sales goals.
- Oversee the activities and performance of the sales team.
- Promote the organization and products

How to apply:

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