

Key Account Team Lead– BEAM

Beam International's activities cover various sectors, including: Oil & Gas, Power, and General Industries in multiple African countries, mainly Nigeria, Angola, Ghana, and Mozambique.

A diversity of activities overseas in general trading, construction and building materials, in addition to Engineering services and industrial equipment, supply chain and logistics and commercial representation.

Location: Adma, Lebanon

Major: degree in Electrical Engineering, Mechanical Engineering, or any related field

Experience: 10-15 years of relevant sales experience in the Oil & Gas Production

Major Responsibilities:

- Monitor and evaluate industry trends and customer drivers and meet regularly with Management to discuss strategy
- Partner with internal teams to identify potential business opportunities and needs
- Generate new leads, identify, and contact decision-makers, screen potential business opportunities, select the deals in line with strategies
- Coordinate with the various key account teams to consolidate existing customer needs, spot future and adjacent opportunities, prioritize initiatives at macro level
- Conduct joined meetings with the clients and the key account teams to further develop relations especially at senior level
- Manage the ongoing relations with the senior stakeholders within the clients' team to maintain a long-term business value
- Interact with the various OEMs represented by the company to arrange meetings with client senior stakeholders to discuss new opportunities
- Support company's growth by cultivating client relationships and identify impact opportunities with both existing and prospective clients

How to apply:

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

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