

Vacancies- The Net Global

The Net Global provides regional and global distribution reach, specializing in Express Deliveries, eCommerce Solutions, 3PL Warehousing & eCommerce Fulfillment, and Freight & Logistics Services, covering the entire supply chain across various sectors and industries.

Location: Beirut

1- External Sales

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

Experience: 1-3 years of experience in external sales or similar

Major Responsibilities:

- Gain market by locating, developing, defining, negotiating, and closing business deals
- Achieve monthly, quarterly, and yearly predefined targets with the Sales Director
- Perform sales meetings to both existing and prospect clients as per set KPIs
- Develop effective strategies to target opportunities and business prospects
- Understand client requirements and provide appropriate solutions
- Secure and build sustainable business relationships
- Prepare sales reports within agreed timeframes
- Collaborate with the collection team to ensure the closing of the clients' outstanding balances, as per the company procedures once required

2- Internal Sales

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

Experience: 1-3 years of experience in internal sales or similar

Major Responsibilities:

- Build market positioning by locating, developing, defining, negotiating, and closing business relationships
- Achieve monthly, quarterly, and yearly predefined targets with the Sales Director
- Solve customer complaints effectively and efficiently in a professional manner
- Interact with customers over the phone and establish market information
- Perform sales calls to both existing and prospect clients as per set KPIs
- Prepare sales reports within agreed timeframes
- Collaborate with the collection team to ensure the closing of the clients' outstanding balances, as per the company procedures once required

3- Senior Marketing Executive

Major: degree in Business Administration, Marketing, Mass Media & Communication, or any related field

Experience: 5-7 years of experience

Major Responsibilities:

- Support the marketing department with execution of the marketing strategy
- Lead and track marketing and communication campaign making sure they are implemented efficiently across all digital platforms (website, social media, CRM)
- Work closely with internal teams to optimize the customer experience across all touchpoints
- Conduct market research and competitive analysis

- Review CRM and sales data, and analyze customer insights to identify trends and marketing opportunities
- Collaborate with agencies and 3rd party partners on communication, branding, and production

Additional Requirements:

- Experience or knowledge in integrated communications, digital and social
- Experience or knowledge in branding and production

4- Software Developer

Major: degree in Computer Science, Computer Engineering, or any related field

Experience: 1-3 years of experience in software development

Major Responsibilities:

- Deliver solutions within an agile methodology, while establishing quality, timeliness, and adherence to good architectural practice and guidelines
- Test and evaluate new and old programs, identify areas for modification and execute changes accordingly
- Research, design, implement, and manage software programs
- Write and debug stored procedures, and create indexes
- Deploy and develop quality procedures, software tools and metrics
- Train users and work closely with other developers and systems analysts

Additional Requirements:

- Experience in OOP, C#, TypeScript, VB, .net core, .net framework, .net standard, ASP.NET, web services, Restful APIs, WinForms, MVC Core, razors (CSHTML), Angular, Node, bootstrap, material ui, MSSQL Server, console apps, HTML5, CSS3, AJAX, REST, JSON, XML, JavaScript, xUnit/NUUnit, JQuery, PowerBi, Shopify, WooCommerce Visual Studio 2019.
- Azure DevOps, Azure Pipelines, Git Azure Cloud Computing
- Proficiency in SQL Server

How to apply:

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

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