

Technical Pre-Sales Consultant, Senior Business Executive, Full Stack Developer, Integration/API Developer, Data Engineer, Marketing Specialist – SmartSource

Integrating disconnected systems, streamlining data, and enabling faster, more effective decision-making to drive improved operational performance and KPIs

1. Technical Pre-Sales Consultant

Location: Hybrid

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

Experience: 5 – 7 years of experience with industrial automation systems (PLCs, SCADA, HMI, MES).

Major Requirements:

- Identify manufacturing pain points, gaps, and opportunities by observing operations
- Build trust with client-side technical stakeholders (plant engineers, production managers, IT)
- Assess client environments: PLCs, SCADA systems, MES, ERP, historians, network architecture
- Map out current-state architecture and propose future-state integration solutions.
- Define integration approaches for PLC-to-SCADA, SCADA-to-MES, MES-to-ERP connectivity.
- Design solution architectures for track & trace, serialization, OEE dashboards, and real-time production monitoring.
- Write clear, professional technical proposals and Statements of Work (SOW).

Additional Requirements:

- Industrial IoT platforms (AWS IoT, Azure IoT, Siemens MindSphere)
- Database knowledge (SQL Server, PostgreSQL)
- Networking basics (VLANs, firewalls, DMZ between IT/OT)
- Excellent communication: can explain complex technical concepts to non-technical stakeholders
- Strong written English and Arabic (French is a plus)
- Experience with at least one major ERP system (SAP, Oracle, and Microsoft Dynamics) from an integration standpoint.

2. Senior Business Executive

Location: Hybrid

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

Experience: 3 – 6 years of sales experience

Major Requirements:

- Own the full business development cycle: prospecting, qualification, discovery, proposal, negotiation, and close.
- Run discovery calls and presentations that clearly articulate business value and ROI.
- Lead follow-ups, pricing discussions.
- Identify and prioritize target accounts in Lebanon and the region across priority industries.
- Leverage personal B2B network to generate introductions and meetings.
- Execute structured outbound outreach via LinkedIn, email, events, and calls.
- Research prospects thoroughly and tailor messaging to their business context.
- Align with marketing on ICPs, messaging, and campaign priorities.
- Provide direct feedback from the field on lead quality, messaging, and channels.
- Develop a strong understanding of SCOPIS' data, analytics, and AI-driven solutions.
- Translate technical capabilities into clear business outcomes for non-technical stakeholders.

Additional Requirements:

- Experience selling data, analytics, AI, or compliance-related solutions.
- Experience selling to enterprises or public sector organizations.
- Experience selling to manufacturing or FMCG companies.
- Background in startups or early-stage teams with evolving processes.
- Proven experience owning the full sales cycle and closing new business.
- Strong outbound prospecting capability; not reliant on inbound leads.
- Ability to quickly understand technical products and explain them in business terms.
- Comfortable using CRMs and standard sales tools.

3. Full Stack Developer

Location: Hybrid

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

Work Experience: 3 – 5 years of experience with data visualization and dashboard-style UIs

Major Requirements:

- Design and develop the Lens platform frontend using React or Vue
- Build and maintain RESTful backend APIs to serve dashboard data
- Integrate data visualization libraries (e.g. Recharts, D3, ApexCharts) for charts and heatmaps
- Collaborate with the data engineer to consume and display pipeline outputs.

Additional Requirements:

- Proficiency in React or Vue on the frontend
- Strong backend skills in Node.js or Python (FastAPI / Django)

- Comfortable working with APIs, databases, and cloud infrastructure
- Startup mindset; able to move fast and wear multiple hats.

4. Integration/API Developer

Location: On-site / Client-site as needed

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

Work Experience: 3 – 5 years of experience integrating with at least one major ERP system

Major Requirements:

- Design and develop custom APIs and integration middleware for client environments.
- Connect disparate systems including ERPs (SAP, Oracle, Microsoft Dynamics), WMS, and POS platforms.
- Perform discovery with clients to map data flows and define integration requirements.
- Build, test, and document integration solutions to production standard.
- Support clients post-deployment and troubleshoot integration issues.
- Contribute to SCOPSIS's reusable integration accelerators and playbook.

Additional Requirements:

- Strong knowledge of REST and SOAP APIs.
- Familiarity with middleware tools and iPaaS platforms is a plus.
- Strong problem-solving skills, you can reverse-engineer undocumented systems.
- Client-facing confidence, comfortable in requirements workshops.

5. Data Engineer

Location: Hybrid

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

Work Experience: 3 – 5 years of experience with REST API integrations.

Major Requirements:

- Design and build ETL/ELT pipelines from raw POS data sources.
- Integrate with external APIs and data collection systems.
- Ensure data quality, consistency, and freshness across the platform.
- Model and structure data for efficient querying and reporting.
- Work closely with the full-stack developer to define data contracts.
- Set up monitoring and alerting for pipeline health.

Additional Requirements:

- Strong SQL skills and experience with cloud data warehouses (BigQuery, Redshift, or similar).
- Hands-on experience building ETL/ELT pipelines (Airflow, dbt, or similar tools).
- Python proficiency.
- Attention to data quality you care that the numbers are right.

6. Marketing Specialist

Location: Hybrid

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

Work Experience: 2 – 4 years of experience managing social media for a brand (agency or in-house).

Major Requirements:

- Manage the content calendar across platforms (mainly LinkedIn, plus Meta, YouTube, X).
- Prepare and coordinate posts, carousels, short videos, and updates with the designer.
- Adapt content to different audiences (decision makers, technical teams, partners) while maintaining a consistent tone of voice.
- Monitor key metrics (reach, engagement, clicks) and share insights on content performance.
- Support the setup and follow-up of paid campaigns (LinkedIn / Meta / Google).
- Help prepare briefs (target audience, message, objectives) and collect results from agencies or dashboards.
- Track performance numbers (CTR, leads, cost per lead) and flag any key wins or issues.
- Assist in preparing monthly newsletters and announcements (content, layout, scheduling).
- Track open and click rates and suggest data-driven improvements.
- Update basic website content (texts, case studies, news) to ensure relevance and accuracy.
- Support SEO tasks (titles, metadata, and page copy updates) with external partners as needed.
- Help organize webinars and online events.
- Support post-event follow-ups and recaps.
- Ensure all materials align with SCOPSIS brand guidelines.
- Help maintain templates, one-pagers, and slide decks used by business development and leadership.
- Prepare monthly summaries of social media, email, and campaign performance using dashboards or exported reports.

Additional Requirements:

- Familiarity with content scheduling tools (e.g., Buffer, Hootsuite, Meta Business Suite).
- Basic understanding of digital metrics (impressions, engagement, clicks, CTR, leads).
- Organized, reliable, and detail-oriented.

- Proactive mindset with the ability to thrive in a small, fast-paced team.

How to Apply:

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