

Business Development Manager- LibanPark

Valet Parking Services

Location: Beirut, Lebanon

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

Experience: 10–15 years of proven experience in business development, sales, or commercial management

Major Responsibilities:

- Identify, develop, and secure new business opportunities.
- Build and maintain strong relationships with hotels, restaurants, shopping malls, hospitals, event venues, residential developments, and corporate clients.
- Develop and execute strategic business development and sales plans to achieve revenue targets.
- Prepare, present, and negotiate commercial proposals and contracts.
- Conduct market research, identify industry trends, and analyze competitors.
- Collaborate closely with the operations team to ensure exceptional service delivery and customer satisfaction.
- Represent LibanPark at business meetings, networking events, and industry gatherings.
- Prepare regular business development reports, sales forecasts, and market analysis for management.

Additional Requirements:

- Previous experience in the valet parking, parking management, hospitality, facility management, real estate, or service industry is highly preferred.
- Demonstrated success in generating new business and managing key client accounts.
- Fluent in Arabic and English; French is an advantage.

How to Apply:

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