

Sales Professionals | Shipping & Logistics

A regional business group engaged in shipping and logistics-related activities.

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

Experience: 3–5 years of experience in direct field sales

Major Responsibilities:

- Identify new import and export business opportunities across Sea, Air, Land, Consolidation, and Logistics Services.
- Actively plan and execute sales campaigns, market visits, and client meetings.
- Identify potential customers, segment target markets, and actively communicate and negotiate with prospects and clients.
- Respond to RFQs and negotiate commercial terms to successfully close deals and secure bookings.
- Manage clients' requirements and coordinate related services to ensure timely processing.
- Consolidate commercial data, prepare regular reports, monitor performance against plans, and propose business development initiatives.
- Monitor competitors' offerings, market trends, and clients' short- to medium-term potential to maintain competitive offerings and sustainable traffic flow.
- Work effectively as part of a team while maintaining strong ownership of individual sales targets.

Additional Requirements:

- Strong knowledge and experience in freight forwarding sales, logistics, and shipping.
- Active customer portfolio with established direct client relationships that can be referenced.
- Must be motorized and comfortable with regular field visits.
- French or Armenian is considered a plus.

Salary and Benefits: USD 1,200–2,000, - Performance-based bonus, Transportation allowance and Mobile phone and internet allowance

How to Apply:

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