

JOB POSTING REQUEST FORM

Job Details

Reference #	CP-176-2021
Company Name	ALPHAPRO SAL
Industry	Healthcare
Vacancy	Sales & Product Specialist
Job Type (<i>FT, PT, Contractual, Seasonal</i>)	Full Time
Major(s)	Nutrition
Degree	Bachelor
Years of Experience	0-2 YEARS
Location	JDEIDET EL METN
Remuneration & Benefits	Basic Salary (Depends on Experience) Transportation (Gasoline via Carte Total) Cellular Phone (Sim card with internet) Commission on sales (% on sales achieved and payable quarterly upon collection) Social Security
Tasks & Responsibilities	<p>Read clinical studies and product documentations to extract features, benefits and sales arguments.</p> <ul style="list-style-type: none"> <input type="checkbox"/> Promote and sell Body Composition Analyzers and the other related Nutrition/Performance products. <input type="checkbox"/> Perform on-site demo and/or clinical trainings to customers. <input type="checkbox"/> Be responsible for the whole sales process: prospecting, preparing offers, negotiating, closing the sale, delivering, installing (whenever applicable), training and maintaining a professional after sales service. <input type="checkbox"/> Be responsible of the receivables. <input type="checkbox"/> Make regular visits to customers to make sure they are following the exact product guidelines and answers all their questions. <input type="checkbox"/> Assess and help resolve clinical issues when raised by the customers. <input type="checkbox"/> Maintain positive relationships with all clients to ensure referrals and repetitive sales. <input type="checkbox"/> Perform presentations and demonstrations for nutrition students (universities) and nutrition interns (hospitals). <input type="checkbox"/> Collect competition information and feedback the management. <input type="checkbox"/> Conduct Market Surveys (when required). <input type="checkbox"/> Be involved in the business development by detecting market trends and feeding back the management. <input type="checkbox"/> Prepare reports and update CRM (Salesforce) on a daily basis.