JOB POSTING REQUEST FORM

Job Details

Reference #	CP-21-2022
Company Name	Kabalangroup
Industry	Consultancy & Advisory
Vacancy	Sales Lead Generator & Telemarketing
Job Type *(FT, PT, Contractual, Seasonal)*	Full Time
Major(s)	Business or any related field
Degree	Baccalaureate Degree
Years of Experience	0-2
Location	Beirut
Remuneration & Benefits	Salary + Transport
Currency (LBP, Dollar, Lollar)	Mixed Combination
Tasks & Responsibilities	- Handle inbound, unsolicited prospect calls and convert them into sales. - Maintain and expand the company's database of prospects by conducting research to find new leads - Cold-call and email prospects to qualify the lead; identify decision-makers to begin the sales process - Educate and inform prospects about all of KIG Service & Product offerings - Receive inbound prospect calls; answer questions and offer suggestions based on a thorough knowledge of the product line; qualify prospects prior to offering a site visit. Emphasize product/service features and benefits, quote prices, discuss payment terms and prepare sales order forms and/or reports. - Cross-sell and up-sell existing customers via telephone and e-mail - Overcome objections of prospective customers. - Follow up sales quotes - Client Account maintenance in CRM database, account collections - Collaborate with Sales and Business Manager to determine necessary

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strategic sales approaches develop a calendar of activities to continually work prospect list

- Provide prompt and courteous customer service.
- Appropriately communicate brand identity and corporate position.
- Assist with Setting up sales presentations, product/service demonstrations, and other sales actions.
- Creating RFP responses to potential clients.
- Support marketing efforts such as trade shows, exhibits, and other events.
- Attend periodic sales training where applicable
- Be a Key Team Player and assist all sales team were needed for the success of entire Sales Team
- Perform other duties as assigned

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