

## JOB POSTING REQUEST FORM

### Job Details

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| Reference #                                       | CP-234-2021  |
| Company Name                                      | Chedid Capital Holding   |
| Industry  | Insurance and Reinsurance  |
| Vacancy   | Sales Development Analyst  |
| Job Type ( <i>FT, PT, Contractual, Seasonal</i> ) | Full Time  |
| Major(s)  | BA in Business Administration  |
| Degree  | BA   |
| Years of Experience                               | 0-2  |
| Location  | Baabda, Lebanon  |
| Remuneration & Benefits                           | Fully paid in fresh dollars  |
| Tasks & Responsibilities                          | <ul style="list-style-type: none"> <li>• Lead generation and cross-checking contact information to qualify them</li> <li>• Meet and exceed targets of calls, presentations, and sales qualified leads.</li> <li>• Conduct cold-calling and online activities to maintain a flow of active leads and follow-up.</li> <li>• Manage prospects from lead generation through discovery call booking, with the ability to articulate value proposition, navigate objections and foster relationships.</li> <li>• Work closely with the entire sales organization to accelerate the commercial sales cycle and to extend the company reach into ideal customer profiles accounts.</li> <li>• Use the CRM Tracker to maintain and report on SDR activity and metrics.</li> <li>• Fully-understand, articulate, and sell all E-Darat products &amp; services.</li> <li>• Participate in regular online and office meetings to share progress, identify blockers and drive problems resolution.</li> </ul> |