

JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CP-235-2022
Company Name	AlphaPro
Industry	Healthcare
Vacancy	Sales & Product Specialist
Number of vacancies for that position	1
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
Currency (LBP, Dollar, Lollar)	LBP, Dollar
Tasks & Responsibilities	<ul style="list-style-type: none"> • Read clinical studies and product documentations to extract features, benefits and sales arguments. • Promote and sell Body Composition Analyzers and the other related Nutrition/Performance products. • Perform on-site demo and/or clinical trainings to customers. • 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. • Be responsible of the receivables. • Make regular visits to customers to make sure they are following the exact product guidelines and answers all their questions. • Assess and help resolve clinical issues when raised by the customers.

JOB POSTING REQUEST FORM

- Maintain positive relationships with all clients to ensure referrals and repetitive sales.
- Perform presentations and demonstrations for nutrition students (universities) and nutrition interns (hospitals).
- Collect competition information and feedback the management.
- Conduct Market Surveys (when required).
- Be involved in the business development by detecting market trends and feeding back the management.
- Prepare reports and update CRM (Salesforce) on a daily basis.