

## JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CP-242-2022
Company Name	Aliston Consulting
Industry	Consulting
Vacancy	Sales Software Specialist
Number of vacancies for that position	
Job Type <i>(FT, PT, Contractual, Seasonal)</i>	Full time
Major(s)	Business, Sales, Marketing
Degree	BA
Years of Experience	0 to 5
Location	Lebanon, Beirut - Ashrafieh
Remuneration & Benefits	CNSS, Bonus Range:800 to 1500 \$
Currency (LBP, Dollar, Lollar)	
Tasks & Responsibilities	<p>The role is targeting French and international markets and will focus on driving expansion of the company. This is an outstanding career option for a sales professional looking to further their career in a fast-paced dynamic environment.</p> <p><b>Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• Contact prospects who request a demo of Cirrus Shield via the website to understand their needs and schedule a product demo</li> <li>• Manage prospective clients from lead generation until closing the sale</li> <li>• Prepare quotations based on client requirements and follow-up appropriately until client signature</li> <li>• Support new clients in the initial setup of Cirrus Shield (StartPack Deployment) and deliver ongoing email support</li> <li>• Manage customer relationships to maintain long-term satisfaction and maximize customer lifetime value</li> <li>• Distribute content (e.g. white papers) to clients and prospects to maintain visibility and generate leads</li> <li>• Update and improve online help content for Cirrus Shield</li> <li>• Participate in bug testing resolution and new features testing on the Cirrus</li> </ul>

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### Shield CRM

- Participate in designing process and selecting/implementing tools within the sales team to improve overall efficiency