

## JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CP-334-2022
Company Name	Rentokil Boecker® Public Health – Lebanon
Industry	Environmental and Public health
Vacancy	Sales Consultant, Pest Management Residential for Beirut & South area
Number of vacancies for that position	1
Job Type ( <i>FT, PT, Contractual, Seasonal</i> )	FT
Major(s)	Bachelor’s Degree in Business Administration, Marketing, Agriculture, Food Science or equivalent.
Degree	Bachelor’s Degree in Business Administration, Marketing, Agriculture, Food Science or equivalent.
Years of Experience	At least 2 years of experience in Sales and Marketing/B2B selling in relevant markets.
Location	Furn El Chabbak
Remuneration & Benefits	Basic Salary 40% fresh & 60% LBP Commission Vehicle Allowance Transportation Mobile Allowance
Currency (LBP, Dollar, Lollar)	Fresh & LBP
Tasks & Responsibilities	<ul style="list-style-type: none"> <li>• Implement the sales strategy developed by the Sales Manager to attain the monthly sales targets, goals, renewals, and profitability.</li> <li>• Identify potential clients and business opportunities by prospecting the market.</li> <li>• Deliver sales presentations for prospects in a professional and effective manner and inform them how they can benefit from having the safest sustainable solution for health, property and the environment through their use of Rentokil Boecker® services.</li> <li>• Survey premises to estimate technical requirements and pricing when needed.</li> <li>• Develop ideas and create offers for target clients using all necessary marketing tools.</li> </ul>

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- Present new products and services to existing clients and enhance client relationships through pre-planned courtesy calls and visits.
- Respond to client's needs and follow up with all concerned parties on all aspects of their request.
- Educate clients on the processes that will enable them to gain the most value from Boecker® services.
- Prepare detailed offers, follow up till the offer becomes a contract and handle after-sales follow-up.
- Handle renewals of contracts, when applicable.
- Communicate effectively new sales and renewals to Operations Department.
- Handle the client's data accurately and timely on Boecker® systems.
- Document and deliver weekly and monthly sales reports.
- Participate in events and exhibitions to promote company's services.