

JOB POSTING REQUEST FORM

Job Details

Reference #	CP-406-2021
Company Name	Kabalan Group
Industry	Furniture
Vacancy	Export Sales Representative
Job Type (<i>FT, PT, Contractual, Seasonal</i>)	Remote, Permeant
Major(s)	Business
Degree	Bachelor
Years of Experience	5+
Location	Lebanon
Remuneration & Benefits	
Tasks & Responsibilities	<p>Job brief</p> <p>IFFKA is looking for a high-performing Sales Representative to help the company meet its customer acquisition and revenue growth targets by keeping the company competitive and innovative. The Sales Representative will be responsible for maximizing IFFKA sales number whether in Lebanon or abroad. As well as crafting sales plans and justifying those to plans to the upper management.</p> <p>Main Responsibilities</p> <ul style="list-style-type: none"> - Achieve growth and hit sales targets - Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence - Build and promote strong, long-lasting customer relationships by partnering with customers and understanding their needs - Present sales, revenue and expenses reports and realistic forecasts to the management team - Prospect potential customers and following up with them - Identify emerging markets and market shifts while being fully aware of new products and competition status

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- Study and identify the markets needs and prepare findings to the management

Requirements

- BS/MS degree in Business Administration or a related field
- Successful previous experience as a sales representative, consistently meeting or exceeding targets
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise