

## JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CP-412-2022
Company Name	Roman Foods SARL
Industry	Food & Beverage
Vacancy	Indoor/Outdoor Sales Representative
Number of vacancies for that position	2
Job Type ( <i>FT, PT, Contractual, Seasonal</i> )	Full time
Major(s)	Preferably Bachelor Degree in either Business Management, Marketing, communication or equivalent.
Degree	Bachelor Degree
Years of Experience	2+
Location	Choueifat, Lebanon
Application Deadline	60 days
Remuneration & Benefits	To be discussed
Currency (LBP, Dollar, Lollar)	To be discussed
Tasks & Responsibilities	<p>Main Tasks:</p> <ul style="list-style-type: none"> <li>▪ Ensure accomplishment of the overall company's sales target through consistently delivering and exceeding monthly, quarterly and yearly targets.</li> <li>▪ Maintain and enhance Roman Food's Client database and relationships with existing clients via executing proactive, creative, and ongoing contact initiatives, and after-sales follow-up.</li> <li>▪ Prospect and search for new customers (locally &amp; internationally), and new businesses.</li> <li>▪ Proactively understand the requirements and needs of each client and offer relative solutions.</li> <li>▪ Face-to-face and remote sales for new and existing customers and cross/up/repeat sales to existing customers.</li> <li>▪ Full product and service knowledge of Roman Foods.</li> <li>▪ Develop and deliver sales bids/proposals/presentations and conduct product demonstrations.</li> <li>▪ Receive and generate inquiries from</li> </ul>

## JOB POSTING REQUEST FORM

customers, quoting for the work, negotiating contracts, and securing orders.

- Promote all Roman Foods products, solutions, and services where a professional opportunity presents itself.
- Present and interpret sales figures, periodic reports, and realistic forecasts to the head of sales/management when requested.
- Enhance & improve knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.
- Maintains a sound and consistent brand awareness for Roman Foods
- Mentors and trains junior-level staff, when requested/required
- Researches and understands industry trends, product development government regulations
- Provides input in the development and implementation of policies and procedures, as well as operating and strategic plans within the area of specialty.
- Participate in seminars, conferences, and events to improve existing job knowledge and expand personal network.
- Participate in any Training and Development programs as recommended by the senior management.
- Ability to comply with all company policies and procedures, proactively protecting the confidentiality of Client and company information.

### Qualifications:

#### Education:

- Preferably Bachelor Degree in either Business Management, Marketing, communication or equivalent.

#### Experience:

- 3+ years of sales or client services experience
- Preferably experience or exposure to F&B

## JOB POSTING REQUEST FORM

or FMCG industry.

- A proven track record of both achieving and over-achieving goals in past sales positions is a definite plus but not a minimal requirement

Required Language(s):

Professional proficiency in English and Arabic both written and oral are required; French is a Plus

Skills and Job requirement(s):

- Outgoing personality, professional presence, and customer-oriented attitude.
- Highly astute with exceptional interpersonal skills, including written and verbal communication.
- Excellent influencing, negotiating, and conflict resolution skills.
- Strong organizational skills and time management skills.
- Positive attitude with a drive toward meeting and exceeding targets.
- Ability to act with integrity, professionalism, and strict confidentiality.
- To be innovative and outward-looking for business solutions.
- Business Acumen & Ethical Practice – deep knowledge of all business areas.
- Provide a good balance of risk-taking and judgment; prudent, confident; and able and self-motivated.
- Team Player.
- Knowledge in MS Office: Word, Excel, Outlook, PowerPoint, virtual meeting tools (like Zoom)
- Knowledge in CRM-Customer Relationship Management tools (is a plus).