

JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CP-447-2022
Company Name	Kamkalima
Industry	Education Technology
Vacancy	Sales Development Representative
Number of vacancies for that position	2
Job Type <i>(FT, PT, Contractual, Seasonal)</i>	FT
Major(s)	Any relevant Subject
Degree	Bachelor degree
Years of Experience	0-3
Location	Badaro, Beirut
Remuneration & Benefits	USD800, Commission, NSSF, Insurance
Currency (LBP, Dollar, Lollar)	Dollar
Tasks & Responsibilities	<p>Job Objectives:</p> <p>To help grow and increase the brand awareness of Kamkalima through developing marketing campaigns and strategies to reach a narrow spectrum of clients. This position is mainly responsible for ensuring customer reach, visibility, and nurturing potential leads.</p> <ul style="list-style-type: none"> ● Create and update databases. Research and prospect to identify and qualify leads. Target potential clients, capture attention and stimulate interest. ● Communicate and cooperate with the marketing team to build customer target profiles. ● Continuously prospect for potential clients by developing and maintaining a prospect list. ● Act as the 1st point of contact with prospects, conduct the first discovery meeting, and convert qualified opportunities to the Client Relations Specialist.

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- Transfer qualified leads to the Client Relations Specialist by scheduling demo sessions between both parties.
- Determine the ideal follow-up strategy using different channels.
- Attend conferences, events, and job fairs to promote Kamkalima.
- Develop sales strategies to draw in potential buyers or to solicit new potential customers.
- Initiate contact with potential customers through cold-calling or responding to inquiries generated from advertisements.
- Follow up with potential customers who expressed interest.
- Collaborate with sales executives to ensure the company's goals and targets are met.

The dynamic business environment of Kamkalima might bring changes in job nature induced by new technology, new business lines, and new regulations. The Company might require the job holder to carry out additional tasks that he/she will be trained and coached on.