

JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CP-448-2022
Company Name	Kamkalima
Industry	Education Technology
Vacancy	Client Relations Specialist
Number of vacancies for that position	3
Job Type (<i>FT, PT, Contractual, Seasonal</i>)	FT
Major(s)	Any relevant Subject
Degree	Bachelor degree
Years of Experience	2-3 years of experience in sales/business development/account management, preferably in a SaaS environment.
Location	Badaro, Beirut
Remuneration & Benefits	USD1,000, Commission, NSSF, Insurance
Currency (LBP, Dollar, Lollar)	Dollar
Tasks & Responsibilities	<p>Job Objectives:</p> <p>The role of the Client Relations Specialist is to acquire new revenues for Kamkalima through establishing good relationships with schools, walking them through the sales cycle, giving product demonstrations, negotiating proposals and contracts, and converting them to customers.</p> <ul style="list-style-type: none"> ● Giving sales presentations and product demonstrations to a range of prospective clients. ● Meeting with teachers, head of departments, and school administrators to evaluate needs and promote products and services. ● Maintaining client records. ● Coordinating sales efforts with marketing programs. ● Understanding and promoting Kamkalima programs. ● Meeting or exceeding goals.

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- Negotiating all contracts with prospective clients.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Preparing weekly and monthly reports.
- Act as a liaison between clients and Kamkalima.
- Promote client-centricity by understanding client preferences and exceeding their expectations.
- Introduce the newly acquired schools to their designated Customer Success Specialist for their continuous support throughout the expansion & renewal phases.

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